

Ref. 668.105

Shelved w. 259

Jan. 1929

Recher  
p. 39-40

# SOAP

## A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers,  
Deodorants, Polishes and Allied Products.

Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York, N. Y.



### Oil Aspic Spanish

RECEIVED  
SEP 24 1928

Specific Gravity at 15° — 0.904 to 0.922

Optical Rotation at 15° — -5° to +15°

Refractive Index at 20° — 1.465 to 1.4654

Acid Value — Below 1.8

Esters as Linalyl Acetate — 3% to 9%

*"Our Quality is Always  
Higher Than Our Price"*

**UNGERER & CO.**  
**NEW YORK**

# SANTOCHLOR

REGISTERED U.S. PATENT OFFICE

## PURE PARADICHLORBENZENE

Favored by  
insecticide  
manufacturers

White  
Uniform  
Crystals

Available for prompt shipment in 3 standard sizes:  
C-8 FOR MOTH PREVENTION AND MISCELLANEOUS USES  
8-16 FOR SHAKER TOP CANS AND DEODORIZING BLOCKS  
16-24 FOR PEACH TREE BORER AND MISCELLANEOUS USES



*We also manufacture*  
METHYL SALICYLATE MONSANTO  
(Oil of Wintergreen Synthetic)  
and  
COUMARIN MONSANTO

*For Samples and Prices, write to*

**Monsanto Chemical Works**  
**St. Louis, U.S.A.**

*District Sales Offices and Warehouses*

NEW YORK

SAN FRANCISCO

CHICAGO

# MONSANTO





OV

has  
from  
know  
of th  
a hu  
cons  
was  
it to  
cent  
flake  
soap  
less  
been  
been  
soap  
in th  
prod

W  
impo  
rece  
large  
of, H  
capac  
For  
—each  
cut  
opera  
organ  
case,  
manu  
that  
phos  
abras  
have  
fields  
ideas  
the U  
and  
num  
opera  
ever

On  
toilet  
sump  
howe  
rapid



SEPTEMBER

1 9 2 8

# SOAP

The Editor's Page

Volume Four

Number One

## The Changing Soap Industry

OVER the past ten years, a distinct transition in the character of the soap business has been apparent. The trend has been away from the older forms of soap as they have been known for many generations, in the direction of the specialty type of soap product. Where a hundred years ago, the great bulk of soap consumption both for toilet and laundry use was of the common family soap or as we know it today, ordinary bar laundry soap, more recent increase in consumption has been in chips, flakes, powders, cleaning compounds, liquid soaps, soft potash soaps, and other more or less specialty products. Where there have been losses in soap consumption, they have been suffered mostly by ordinary bar laundry soaps, whereas the greatest consumption gains in the past few years have been in the newer products.

While we have seen a number of mergers of important organizations in the soap business recently, they have been confined mostly to the larger companies. In few cases which we know of, has a merger accounted for reduced plant capacity through scrapping a going factory. For each merger during the past three years, —each giving the impression of tending to cut down the number of soap compounds, operating—a dozen small and medium size organizations have sprung up. In most every case, these new companies have confined their manufacturing to the newer forms of soap, that is, soap powders, liquid soaps, trisodium phosphate compounds, auto soaps, shampoos, abrasive hand soaps and other specialties. They have kept out of the bar toilet and laundry soap fields for obvious reasons. Contrary to some ideas on the subject, the soap production of the United States is greater than it ever was and is steadily increasing each year, and the number of soap plants of all types and sizes operating in the country today, is larger than ever before in the history of the industry.

Of the older forms of soap, perfumed bar toilet soaps still continue to show gains in consumption. For laundry and industrial use, however, the new types of soaps have gained rapidly and are continuing to gain at the ex-

pense of the old. The trend toward specialty soaps has become more pronounced of late. Several of our largest soap manufacturers have gone in for radically new products, along with their smaller competitors. There is more profit in these newer detergents. This naturally accounts for the trend toward their increased manufacture.

Like every other industry, the soap industry is showing constant change, constant improvement. Those who keep step with progress, should prosper, but those who steadfastly refuse to recognize ever present changing conditions, will find themselves supplanted not many years hence by progressive newcomers from the outside.

## Essential Oil Buying

THE whys and wherefores behind primary market price fluctuations of essential oils are quite frequently a mystery even to the initiated. Importers who have been trading in essential oils for years often find themselves on the wrong end of the market, either short of stocks on a sharp rise as in the recent case of Messina essences, or stocked up on an oil when the bottom drops out of the market as in the case of geranium two years ago. The wise traders appear to be wrong as often as they are right. That practically the entire trade may misjudge the market on a great many oils is evinced by the fact that the number of American essential oil houses which made money in 1926 and 1927 could probably be counted on the fingers of one hand.

Recently the price of Bourbon geranium for shipment was moved up some fifty francs per kilo, from about 210 to 260. The real reasons behind the advance were apparently not known in New York. The opinion seemed to be that producers were anticipating a short yield from the 1928-29 production, although actual distillation is said to be three or four months away. Heavy plantations of 1923 were believed to be thinning out. The plants are good for about five years. If this be the real market background, then what about geranium output over the next three years? How much planting

was done in 1925, and 1927, when geranium was selling under cost?

Geranium is only one of many oils which the soap industry must buy. If, in their close daily association with the market, their daily cable contact with primary markets, essential oil importers are tricked by the market, what guidance has the consumer who buys essential oil only as a few of a large number of non-related raw materials? All the facts which any buyer has at his command are the past performances of the market, the high, low and average prices over a period of years. Some houses, we understand, set an average on various raw materials, a price dictated by the market over a long period and by their production costs, at or below which only will they buy stocks when needed. When the market goes above their average figure, they draw on reserve stocks, which in turn, are replaced when the market again reaches suitable levels.

The essential oil market has fooled "old man experience" for decades. The experienced buyer, the old trader, the leading importer—all have been victims. We are anxious to see the purchasing system which has withstood its trickery successfully and without serious error over a period of years.

### Obsolete Equipment

THE Department of Commerce of the United States is going to undertake a survey of the general condition of industrial equipment in all types of establishments. The object of the survey is to find out what part of all equipment in use to-day is obsolete, worn out, or unfit for efficient production; also to find out what part of equipment in good condition and in active use, is not of the latest and most efficient design; and to find out what part of the total is the best, newest and most efficient which can be secured. The whole survey is to determine exactly the part which mechanical equipment plays in efficiency of production, quality of goods, and the like, and what effect it has in competition. The Department will make a special effort to find out exactly the part played by obsolete equipment in plants which are unable to operate profitably under modern competitive conditions.

We believe that the Department of Commerce in its investigation is going to find out some rather startling things. That there is much equipment in all industries in operation to-day which should be on the junk pile, is apparently a fact. Because a mill, or a filling machine, or what not will still run, is too fre-

quently a reason for not discarding it. It may clog up the production line in the plant, it may turn out poor quality goods, but while it still has a gasp of breath left in it, some folks will not replace it.

Modern competition is bad enough under any conditions, but to attempt to compete with obsolete or unfit equipment is next to the impossible. Modern competition quite obviously calls for manufacturers who would hold the pace, to use the most modern machinery, the latest accepted and proven types, and to replace it immediately its full efficiency is lost. The investigation of the Department of Commerce is a mighty good thing at this time, for its findings cannot but help drive home this very point to American manufacturers.

### Spanish Castile Soap Standards

Castile soap standards, together with a ruling that the term may not be used, in Spain, excepting on soap of Spanish origin, were contained in a recent royal decree, as follows:

"The description castile soap (*Jabon Castilla*) may be applied only to the product of saponification of good quality olive oil with the necessary caustic soda, which has the following characteristics:—No fats other than good quality olive oil may be used in its manufacture; it must not contain more than two per cent of chlorides expressed as sodium chloride; the maximum water content is 25 per cent, and the maximum free alkali content may not be more than 0.3 grammes percent; when decomposed by mineral acids the fats extracted must show an iodine index figure (Hubl method) between 69 and 82; the oleo-refractometric degree of these acids must be between 41 and 43 at 40 deg.; the soap must be white, smooth to the touch, of a pleasant odor and slightly alkaline in taste, and must be soluble in water or alcohol without leaving any residue.

"The term '*Jabon Castilla*,' in addition to referring to a special class of soap known as being purely of Spanish manufacture, implies that the product proceeds from that country, and it may not be adopted by any manufacturer as a private mark, nor can it be used by non-Spanish producers, under the legal provisions relating to industrial and commercial property."

National Beauty and Barbers' Supply Dealers Association will hold its annual convention, Oct. 1-5, at the Stevens Hotel, Chicago.

A list of Paraguay importers of soaps, toilet preparations, etc., is available to properly accredited firms on application to the Department of Commerce.

into  
cost  
brin  
form  
mon  
som  
Let  
fund  
ing  
so th  
judg  
whet  
pany  
real  
large

The  
is ser  
has a  
ent f  
one t  
clusi  
plove  
sion v  
with  
writte  
to en  
public  
Monsa  
Doing  
type, l  
way f  
howev  
atively  
and cu  
compar  
employ  
The  
"sell" t  
it. Ev  
way, co  
organiz

## The Function of

# The Company Magazine

in the Large Organization

By ROLAND E. STURHAHN

Advertising Manager, Monsanto Chemical Works



JUST like soaps, disinfectants, insecticides and most everything else in fact, the company magazine, or as it is commonly called, the house organ, falls into two classes, good and bad. Both kinds cost money, but only the good house organ brings returns in the form of good will, harmony, prestige and in some cases, actual sales. Let us discuss a few fundamentals concerning good house organs so that the readers may judge for themselves whether or not company magazines have a real function in the large organization.

The house organ that is sent out to the trade has a somewhat different function from the one that circulates exclusively among employees. This discussion will deal primarily with the publication written by and going to employees. Some publications such as *Monsanto Current Events*, *The Staley Journal*, *Doings*, *The B & O Magazine*, etc. are of this type, but are also sent to the trade and in this way fulfill a dual purpose. This is advisable, however, only when the house has a comparatively small and select mailing list of friends and customers who feel close enough to the company to be interested in the doings of its employees.

The ultimate purpose of a house organ is to "sell" the reader on the company that is behind it. Every issue should in an unobtrusive way, convey the idea that behind it is a real organization, up and doing, and on its toes

every minute. The very fact that a house organ comes out regularly at certain intervals and publishes new facts and new slants on the company each time, means that it has a cumulative force among a company's employees which is not obtainable through any other

medium. Its very steadiness creates confidence and builds up the morale of the workers in the organization. Many concerns consider the house organ one of their greatest assets. It has been aptly called "the cement of good will which binds the members of an organization into a harmonious whole."

### Structurally Correct

TO ATTAIN the desired results, the house organ must be structurally correct, and written in a pleasing, natural style. Too many editors take their editing duties too seriously and the result is a

forced or stilted style that does anything but win friends. The danger is that they become too "preachy" or too flippant. The man in the factory is as good a judge of literature as the average person, and the material given him must be written correctly and must be inspirational without being overly sentimental. A certain amount of moralizing is necessary, but it must be applied with a pocket knife and not with a trowel. The writer is a great believer in a generous use of photographs to liven up each issue. These must be balanced with the reading matter, depending upon the size and number of pages in the paper. We make

**I**N THE company with a large number of employees, close personal contact between executives and their employees is impossible. The company magazine, or house organ, is the recognized medium of contact in American industry today. For generating good-will among employees, minimizing labor difficulties, creating *esprit de corps*, keeping employees actively interested in their work, reducing accidents—these are the functions of the house organ in thousands of large companies. What the house organ is doing and can do is told by Mr. Sturhahn, who has had many years' experience in this type of work in large companies.

### The Editors.

**T**HE REASON a chronic kicker never sees an opportunity is that he does not quit long enough to let the dust settle!

—*The Colgate Clock*

This was alone on the back cover of the *Colgate Clock*, July, 1928, issue. A thrust of this kind may bring the Kicker to his senses. In a house organ, it tends to belittle in other employees' eyes, the constant wail of the chronic kicker, killing off what might be seeds of discontent.

it a practice to run one large picture, usually a plant or company photograph of general interest on the front cover, and then an average of one half tone per page on the inside. The size of our publication is 7¾" by 10¾" and runs 16 pages.

Humor is a great aid to enliven interest, but must be used with judgment. It should never offend. Any cartoons that appear should feature humorous occurrences and not poke fun at any weakness or eccentricity of any one individual.

#### *Aid to Safety Work*

**I**N MANUFACTURING plants, the house organ is a great aid in reducing accidents. Safety contests and new safety records can be given prominence and each issue should have a few words on accident prevention. Humor in this connection helps wonderfully to get the safety ideas over, and a little cartoon cut can convey more than whole columns of reading



The house organ is the "word of encouragement" from the executive to the employee. It makes the individual worker feel that he is a part of the organization. Where is the man who does not take pride in the picture of his small son in the magazine of his company? Or the girl worker, be she office or plant hand, who does not like to see herself on the pages of her company's house organ?

mat  
win  
pub  
prim  
men  
all  
safe  
grea  
on r

**T**  
out  
stran  
can  
and  
tion,  
have  
who  
seven  
appea  
ed C  
close  
neigh  
he ha  
and s

**D**  
of a  
that  
frame  
anyth  
that  
comes  
air an  
is a p  
things  
The r  
a brig  
This p  
though  
an imp  
Of  
design  
the em  
differ  
bear th  
the em  
outside  
vertisin  
in the  
arily a  
tentmen  
active in  
zations  
close co  
the bod

matter. If contests are held, names of the winning teams and team captains should be published. Everyone likes to see his name in print, and the men consider it an honor to be mentioned in the company paper, and work all the harder to maintain their record. In safety work alone, the company magazine is a great saver of time and money by its influence on the conduct of employees.

#### *Introduction to New Members*

**T**HE MAN or woman just entering the organization whether it be in the office or out in the plant, naturally feels somewhat strange and out of place. The house organ can extend the "glad hand" to such neophytes and help them feel at home. In our publication, we not only introduce new members but have a friendly biography on older members who have been with the company a period of several years or more. These little write-ups appear under the heading "Let's Get Acquainted Column." We feel that they draw the men closer together. Everyone is interested in his neighbor and likes to know how many children he has, how long he has been with the company, and similar facts.

#### *Cure for Petty Mental Ills*

**D**URING the course of a month of work everyone, whether he be a clerk or head of a department, has small things go wrong that rattle and leave him in an unpleasant frame of mind. The matter may not amount to anything, but he sometimes unconsciously feels that he has been mistreated. Then along comes the house organ, like a breath of fresh air and he feels that the company of which he is a part is not so bad after all, and maybe things are not as discouraging as they look. The result is a determination to do better and a brighter outlook on the world as a whole. This psychological function of the house organ, though intangible, is generally conceded to be an important one.

Of course, the house publication which is designed primarily for distribution outside of the employees of a company, has an entirely different job to perform. Its readers do not bear the same relation to the company as do the employees. The house organ designed for outside distribution is primarily a form of advertising; the publication for distribution within the personnel of the organization is primarily a builder of internal good-will and contentment. It seeks to secure co-operation and active interest on the part of workers in organizations where the personnel is too large for close contact between executive personnel and the body of employees, and between various

groups and individuals among the employees. In the small organization, the word-of-mouth is the means of contact between the company and its employees, and among employees. In the larger companies, the printed word of the house organ has to take the place of the personal contact.

A house organ is an investment "for the long pull." Immediate returns of a tangible nature can not be expected. But if it is desired to build up good will and prestige for the company over a period of years, the house organ, properly edited, can do it and do it well.

#### **Toilet Soap Imports Up 25%**

Toilet soap imports gained almost 25% during the first half of the current year, as compared with the same period, 1927. Receipts totaled 1,021,871 pounds as compared with 798,036 pounds. The value of the imported soap did not advance proportionately however, a ten per cent increase to \$296,377, having been registered during the first half of this year. The value of Jan.-June, 1927, imports was \$274,090. A good portion of these increased imports may be traced directly to the June receipts. They amounted to 261,568 pounds, valued at \$60,591, 140,000 pounds and about \$40,000 ahead of the figures for June, 1927. Castile soap imports also showed a substantial increase, during the first half of 1928, having reached 1,877,247 pounds, sixty per cent above receipts in the same period of last year. The soap was valued at \$241,067, about a one third increase. Imports of all other kinds of soaps dropped off slightly. The figures for the first half of the current year were 1,012,146 pounds and \$104,682 as against 1,209,674 pounds and \$123,258.

The import of cosmetics and soaps into Poland is governed by a system of contingents, some countries—as, for instance, France having separate contingents allotted to them, while all remaining countries are grouped under a general contingent. This general contingent, in the case of cosmetics and soaps, is very little, due to the policy of the Government to cut down imports of so-called luxuries. Larger contingents, such as are granted to France, are based on special agreements by which the intercountries have undertaken to purchase certain quantities of Polish raw materials and manufactured goods, so that the granting of these extra contingents is not entirely inconsistent with the most-favored-nation privileges enjoyed by other countries, including the United States.



# ANTOINE CHIRIS COMPANY

147-153 Waverly Place

New York City



*Distillation of "Oil Lavendar Flowers" in the Valley of Ribiers, France*

## Lavender Absolute

Made by the solvent process which eliminates the use of heat and preserves the fresh odor of the flowers. "Lavender Absolute" can be used in conjunction with the distilled oil to improve the fragrancy of the latter.

### Oil Lavender Flowers Barreme

(50% Natural Esters)

The "de luxe" Lavender, the flowers having been harvested at the highest altitudes.

### Oil Lavender Flowers Standard

(37/38% Natural Esters)

An oil improved by aging.

### Oil Lavender Flowers Extra

(36% Natural Esters)

Lavender from high altitudes. Is the typical quality recommended for perfumes in general.

### Oil Lavender Flowers Mt. Blanc

(30/32% Natural Esters)

Typical quality for Soaps.

Say you saw it in SOAP!



at-  
the  
trou-  
tion  
are  
pow-  
after  
water  
of th  
not.  
dry  
sult  
hold  
soap

Dy  
not r  
solve  
befor  
point  
becau  
come  
the d  
perfe  
half  
facto  
is un  
of th  
hot w  
of th

Son  
other  
is dis  
insolu  
pende  
make  
Other  
and u  
tends  
have a  
the so  
before  
results

Colo  
be col



# The Practical Use of Soap Colors

## *Making Solutions, Addition to Soap Mass, Matching Colors, Soap Stock Shade, and Color Value Discussed*

By S. N. CUMMINGS

Chief Chemist, Pylam Products Co.



**A**NILINE dyes come in powder, crystal and paste form. The soap maker generally meets them in the form of powder and crystals. Some manufacturers attempt to add the dry powder or crystals to the soap mass. Such a practice leads to much trouble and generally ends in the condemnation of the color. Suppose, for example, you are making a cold soap. You add the dry powder to the oil or to the lye or to the mass after saponification has started and expect the water in the mass to dissolve the color. Some of the color does dissolve, but most of it does not. It becomes isolated into many islands of dry dye surrounded by a sea of soap. The result is a spotted and blotched soap. The same holds true in semi-boiled, boiled and milled soaps.

Dyes need plenty of water for solution. Do not trust to the moisture of the soap to dissolve the color for you. Dissolve the color before you use it. Am I emphasizing this point too strenuously? I do not believe so, because I have seen too many soap makers come to grief due to the imperfect solution of the dye. Yet, it is a simple matter to make a perfect solution. An ounce of color to a quart, half gallon or gallon of water makes a satisfactory solution. Use hot water; boiling water is unnecessary. Place the color in the bottom of the receptacle (not iron) and add enough hot water, to make a paste; add the remainder of the water slowly stirring all the time.

Some colors dissolve more quickly than others, so allow enough time. After the color is dissolved, filter the solution to remove any insoluble organic matter, which may be suspended in the solution. Some soap makers make fresh solutions for each batch of soap. Others prefer to make concentrated solutions and use them as needed. This latter practice tends to lack of uniformity. Quite a few colors have a tendency to settle on standing. Unless the solutions are stirred vigorously each time before color is taken, you will not get uniform results.

Cold and semi-boiled and settled soaps can be colored either with water soluble or oil

soluble colors. In the cold soaps, the color should be added after saponification has started. In the semi-boiled and boiled soaps the color may be added after saponification has commenced or it may be crutched in afterwards. If an oil soluble color is used in boiled soap, it should be added directly in the kettle, dissolving the oil color in hot oil to avoid spots and blotches. Milled soaps are colored with water soluble colors only. Add the color in liquid form at the same time that perfumes and zinc oxide are incorporated. It is best to do this in an amalgamator. Liquid soaps should be colored after filtering.

Colors for bath salts are those soap dyes which are fast both to alkali and light. Water soluble dyes are used. A few manufacturers use alcohol soluble dyes. The use of these colors is limited as the range of alcohol soluble shades fast to light and alkali is a narrow one. Bath salts are best colored in an amalgamator.

Quite a few soap manufacturers, especially those who make a line of household and institutional supplies, make sweeping compounds. These generally consist of sawdust, sand, oil and color. Two types of colors are used for this material. These are the basic malachite green, and the acid croceine scarlet soluble in water and oil soluble green and red. Where the water soluble color is used, the liquid color is added to the sawdust and sand, the oil being added last. When the oil soluble color is used, the color is dissolved first in the oil, and the colored oil added to the sawdust and sand.

### *Matching Colors*

**M**ATCHING colored soaps require a rudimentary knowledge of color and color combinations and lots of practice. When matching colors, two things must be taken into consideration. The first is the nature of the coloring matter with which you are working; and second, is the color of your soap stock. The artist knows three true primary colors: a true red, yellow and blue. Anilines have many shades of red, yellow and blue. There are bluish and yellowish reds, reddish and greenish yellows, and reddish and greenish blues. Where does that lead us? Back to the color theory of

the artist, that red and blue give violet, red and yellow give orange, blue and yellow give green; with the following addition: that the individual shade of each primary color will determine the final result.

For instance, a reddish blue and a yellowish red will give a violet with a reddish cast, while a greenish blue with a bluish red will give a violet with a bluish cast. Both are violets, but both differ in shade. The same is true of blues and yellows to make green. A greenish yellow and a greenish cast blue will give a lemon yellow, whereas a reddish yellow and a reddish blue will give a moss or olive green, which is really a green with the red cast predominating. The same holds true of the secondary colors. The artist, in order to get a red brown, has to mix colors. The aniline worker finds red browns already prepared for him. This red brown he can shade to suit himself. So you see it is important to first know the colors you intend to work with when matching colors.

#### *Soap Stocks Vary*

**N**OW as for the stock. Soap stocks, as I have met them, vary from a white to a deep brown or yellow. Of course there are many different whites too. There is a bluish white, a yellowish white and a grayish white. All these variations will affect your final shade. For instance, you desire to make a green. A bluish green added to a white soap stock will give a bluish cast. In a very faintly colored soap, it will look more blue than green. The same blue green added to a yellow or amber soap stock will make a real green stock. Gray white stock dulls the final color.

Here is a simple method for matching colored soaps. It is one which we use in our soap color laboratory, as it enables you to quickly determine the proper color combinations required and the amount of each individual color required. To best illustrate, let us suppose that we desire to match a tan milled soap. The material to be colored is a number one white milled soap. We, first, dissolve the milled soap in a minimum amount of water, heating in a double boiler until we get a nice sirupy soap. (Both the soap and water have been carefully weighed so as to enable us to know what percentage of soap we have in our soap stock.) We call this our prepared soap stock. It is kept hot. Second, we examine our sample closely and decide that the yellow, red, black, orange, green are possibly the colors that will blend together to give the desired shade.

We make a standard solution of each of

these colors, by taking two parts of color to a hundred parts of water. (In this case two grams of dye to 100 C.C. of water.) We now have our soap stock and colors ready for the match. Third, we look at the sample again and decide that yellow is the predominating color so we measure off with a pipette, 10 c. c. of yellow (reddish yellow—metanil). Red also is a predominating color, so we take half that amount, i. e., 5 c. c. of red and add to the yellow. This gives us an orange, so we do not add any orange from our standard solution. This orange we darken with black (Nigrosine, water soluble) and we add 5 c. c. of the standard black solution. Fourth, we weigh out 100 grams of the stock and add enough of the color mixture (measuring exact amount of color) to color the stock a definite shade. We now cool the soap in an ice pack or in iced water and look at our colored stock.

We find that the color is off. We try it again. This time we add a little green to the above combination. Still off. We notice that the result is too yellow, lacks red and does not need the green. We now try equal parts of red, yellow and black. We are close; we increase one color, then another. Finally we get a combination of 4 parts yellow, 3 parts red and 3 parts black; that when mixed together and added to our soap stock gives us the shade we desire. We know the weight of our soap, we know how much of our 2% stock solution we have used to color; so it is easy for us to determine how much color we require for each batch of milled soap. (Note: The above combination actually makes a very fine tan, amber or champagne color on white milled soaps.) (For yellow stock, decrease the yellow somewhat.) (In heavy concentration, it will give a dark brown.)

#### *Combinations for Soaps*

**M**Y EXPERIENCE has been that green is the most popular color for soap. Various shades of green may be obtained from a mixture of alizarine green and the proper shading color. Emerald green, Nile green and other bright shades of green are obtained by mixing alizarine green with fast light yellow, tartrazine or uranine. Moss greens, olive greens and dull shades of green are obtained by mixing alizarine green with metanil yellow, orange and nigrosine. Pink is the next predominating color. Rhodamine B forms the basis for this shade. It is used either alone in a very diluted form, or else it is mixed with a yellow

low  
Y  
form  
The  
of fa  
(To  
dissol  
escen  
has  
combi  
zine,  
tanil  
Br  
green  
croce  
naph  
mark  
violet  
Laven  
of ali  
black  
Sor  
colors  
color  
dull.  
additi  
tend t  
low a  
color.  
color

**A**T  
th  
combin  
to give  
mixture  
yellow  
an opa  
ly in th  
soap co  
be wra  
light,  
ultrama  
naphtho  
especial  
stamped  
This  
mixture  
The sar  
and chr  
and un  
use of p  
bination  
takes a  
causes f  
soap.  
from an  
why mi  
Some

low or orange to give the required tone.

Yellow soaps appear on the market in the form of golden yellows and lemon yellows. The lemon yellows generally are a mixture of fast light yellow, tartrazine and uranine. (To determine if your color contains uranine, dissolve the soap in hot water. If a fluorescence is present you know that uranine has been used.) The golden yellows are combinations of metanil yellow and tartrazine, metanil yellow and acid orange, metanil yellow and groceine scarlet.

Browns are combinations of alizarine green and croceine scarlet; alizarine green, croceine scarlet, tartrazine and nigrosine; naphthol green and croceine scarlet; bis-mark brown and methyl violet; alizarine violet, croceine scarlet and alizarine green. Lavenders, lilacs and pansies are combinations of alizarine blue, alizarine violet shaded with black or red.

Sometimes you use a combination of colors. You get the right shade, but the color appears to be either too bright or too dull. In general, you will find a very small addition of green or violet or brown will tend to dull the color; while red, blue, yellow and orange will tend to brighten the color. You understand, of course, that the color chosen must fit into the combination.

#### *Disadvantages of Pigments*

**A**T this point, may I say something about the practice of some manufacturers of combining pigment colors with aniline dyes to give desired shades. For instance, the mixture of ultramarine blue and naphthol yellow to give a green. Ultramarine blue is an opaque color, it breaks down very quickly in the presence of sunlight. Therefore, a soap colored with such a combination must be wrapped to protect the color from the light. Secondly, due to the opacity of the ultramarine blue and the transparency of the naphthol yellow, two toned effects are caused, especially on soaps that have a design or name stamped on them.

This same is true of violets formed by a mixture of ultramarine blue and rhodamine. The same is true of mixtures of aniline dyes and chrome greens, yellows, ochres, siennas, and umbers. I hold no brief against the use of pigments for coloring soaps. A combination of a pigment and an aniline color takes away the lustre from your soap, causes two tones and adds a filler to your soap. You can obtain every single shade from an aniline color or from a pigment, so why mix?

Some manufacturers bleach their soap

stock with ultramarine blue. Ultramarine blue is a very fine bleaching agent, but it has two disadvantages. First: it is unstable in the presence of sunlight, causing the soap to turn yellowish again. Second: when used for bleaching laundry soap chips, it has a tendency to clog the flush valves of the washing machine. A brighter and more permanent white can be obtained from an aniline bleacher's blue.

#### *Color Value*

**A** POUND of soap dye colors several thousand pounds of soap. An inferior color can spoil lots of soap, yet many soap makers make price their sole criterion when buying colors. Naturally, we all like to buy as closely and as wisely as we can. The cheapest color is not one that is lowest priced, but rather one that goes furthest at least cost. It is simple to compare values. Make this test to decide which is the most for your money. To compare two or more colors of the same shade for money and color value; dissolve 1 gram of each color in 100 c.c. of hot water. This gives you a 1% standard solution of each dye. Add 5 c.c. of each standard solution to 25 grams of a soap syrup stock made of soap and water. If one color is stronger, the stock will be deeper. Then use less of the stronger color to give the same shade of the weaker. Suppose one color requires 5 c.c. to give the same depth as one that only requires 4 c.c.; you immediately know that the stronger color has 25% more color value and is worth 25% more than the weaker color. Yellows are difficult to compare. It is best to convert them to green by the addition of blue. In this case, you merely take 1% solutions of both yellows and add them to 1% solutions of blue. The color that gives the more bluish green is the weaker; for the stronger the yellow the more blue is required to make a green; the weaker the yellow, the less blue required. The difference in color strength between the two yellows is determined by the amount of blue that is added to each yellow to make the same shade of green.

In conclusion, any article or articles at best can only sketch a broad picture. I have been compelled to be brief in order to fit the subject matter to the allotted space. Possibly I have passed over lightly some phase of the subject which may be of particular interest to you. Possibly I can give you some assistance in solving a particular problem, and shall be pleased to discuss individual problems with any manufacturer.



*This ancient Genoese watch tower near Bastia, France has proved its powers of resistance against enemies, elements and the tooth of Time. Proportionately, our fibre shipping boxes resist abuse because built with judgment.*

## Only Shipping Boxes Built with Judgment Give the Service Shippers most Desire

Strength, toughness, endurance—these factors are more than ever a requirement by shippers in fibre shipping boxes. "These boxes must stand up" and face roughhouse tactics without giving way. They must carry safely and far, and protect such items as veneered doors, automobile bumpers, fragile glassware and vases, lamp shades, mattresses, rugs, enamelled tile, perishable fruits, meats and vegetables, delicate instruments—and thousands of varieties of goods that fifty years ago were packed by obsolete methods into impractical boxes.

Naturally we must keep step with the advance all along the line. We **MUST** know every phase of Industrial fields—and we **DO** know them. It is our business to build with judgment, hence we fit our boxes to the needs and peculiarities of each industry as you would a glove to your hand or a shoe to your foot. Knowing each field, we "prescribe" accordingly. The result is shipper's satisfaction because he saves from 30% to 70% of former packing and shipping expense, and whittles down troubles to a new minimum.

Boxes built with judgment serve you best. Therefore we can offer you the **FREE** service of our expert box designers to help you improve and reduce your packing methods and costs. Their special, thorough knowledge and judgment is yours without obligation. It is an opportunity to help your business you cannot well afford to pass up. Fill in and mail coupon today.

### CONTAINER CORPORATION OF AMERICA

AND

### MID-WEST BOX COMPANY

111 W. Washington St.



CHICAGO, ILLINOIS

Five Mills — Nine Factories

Capacity 1000 tons per day

#### RETURN COUPON

#### CONTAINER CORPORATION OF AMERICA

111 West Washington Street, Chicago, Dept.

Gentlemen: Please have one of your experts check our present packing and shipping methods—without obligating us—for the purpose of reducing our costs if possible.

Name

Title

Firm

Address



whole  
of lu  
as it  
under  
price  
Some  
high  
more  
open  
disinf  
odors  
mand  
mon t

How  
be mo  
a good  
As ray  
and ca  
ment,  
tions o  
in this  
calcula  
largest  
indicat  
soaps.  
larger  
product  
someth

A fa  
fats use  
but at t  
with a  
terials.  
here on  
the buy  
marketi  
is inten  
turing m  
hopes to  
and cho  
dustries.

As an  
turing 4

# What Profit in Toilet Soap?

## *Calculation of the Manufacturing and Other Costs in the Small Plant on a Ten Cent Toilet Soap*

By E. SCHOTTE

**M**UCH has been written about the price of toilet soap, the complaint in general being that soap is sold at too low a price to make the soap business as a whole a profitable one. Soap is not an article of luxury, but an every day necessity. As long as it has been proved that the product is sold under cost or at too small a margin, a higher price is not the key to the situation apparently. Some soaps will always continue to command a higher price on account of special perfumes and more expensive packages. There are fields open always for soaps with special merit. Good disinfectant soaps for example with agreeable odors and of proved usefulness may easily command a price 1.5 or 2 times the price of the common toilet soaps.

However, the intention of this article will be mostly to check up if it pays to manufacture a good cake of soap that retails at ten cents. As raw materials, we have tallow coconut oil and caustic soda. Further needs are equipment, coal, water, labor and salt. The proportions of tallow and coconut oil commonly used in this country are about 85 and 15. In these calculations, we do not have to consider the largest companies because their financial reports indicate them to be making money on their soaps. The statement has been made that the larger companies make better profits on other products than on soaps. This, however, is something which they alone can judge correctly.

A fat rendering plant should not figure the fats used in the soap department at cost price, but at the price at which it might be sold. Same with a company owning sources of raw materials. A cost figuring method will be outlined here on the manufacturing of toilet soap from the buying of the raw materials down to the marketing of the finished product. The writer is intending to make a study of soap manufacturing methods in Europe and at a later date, hopes to discuss here the comparative methods and choice of raw materials in the soap industries.

As an example, take a soap plant manufacturing 40,000 lbs. of toilet soap per week be-

sides laundry soap and flakes. It will be easier to figure on a kettle producing 60,000 lbs. For a small plant, it will take 1.5 weeks from start to finish. In general, the tallow will be saponified the first day and on the second day the coconut oil is added. The tallow may be saponified with strong lyes from a former kettle and grained with salt. This killing change will give us the lye for the glycerin plant. The second day the coconut oil is saponified and the whole grained with caustic. It is advisable to give the mixture two more strong changes. Most probably one or two salt washes are needed before the soap can be finished.

Another way of handling the charge is as follows: the first day the tallow is killed on a strong change, and then, the coconut oil is added the second day. The soap is grained with caustic and on the third day, another strong change is given. Probably two or three salt washes are necessary before the soap can be finished. The merits of the two methods will not be discussed. In both cases it will be necessary to have storage tanks for the strong lyes. With the first method, lye for the glycerin plant is obtained with the tallow change while with the second way of working, glycerin will be obtained by killing stock for laundry soap.

The necessary ingredients for the kettle are 34,000 lbs. of tallow, 6,000 of coconut oil, 6,600 of solid caustic soda and 5,000 of salt. From this, we will get 60,000 lbs. of kettle soap. We may assume that 4,000 lbs. of salt will be recovered in the glycerin plant. If muriatic acid has been used for neutralizing the spent lyes, the recovered salt may be used again in the toilet soap kettle, although fresh salt is preferred. If we figure the loss on account of moisture and impurities in the fats and soap losses in the spent lyes as two per cent, then the yield from this kettle will be 58,800 lbs. of soap with about one third moisture. This soap goes through the dryer and there will be approximately 44,600 lbs. of soap ready for the mills.

Now suppose we make a cake of soap weighing four ounces. We will get about 179,000 bars. Perfume and zinc oxide is added at the mills. The soap will be wrapped with a fancy



wrapper and a manila and it will take 180,000 of each. The total yield will be 1240 gross of soap. This means that about 1240 cartons are needed and 8680 cardboard layers. To perfume a ten cent cake, it should not cost more than \$2.40 per 100 lbs. of soap.

The boiling of the kettle will take approximately \$105 worth of fuel. Salaries for superintendent, chemist, etc., working only part of the time on the kettle will amount to about \$200, while the labor from the beginning to the end will be about \$310. The water bill may run up to \$26. The investment on equipment may be taken as \$50,000. Depreciation and loss of interest for the 1.5 week will amount to \$225.

Summarizing the amount of materials, their costs and other expenses, we will get the following:

Tallow .....	34,000 lbs. @ 9c	\$ 3,060.00
Coconut oil .....	6,000 lbs. @ 9c	540.00
Caustic soda .....	6,600 lbs. @ 3.5c	231.00
Salt .....	1,000 lbs. @ 1.5c	15.00
Wrappers .....	180,000 lbs. @ 0.3c	540.00
Manilas .....	180,000 lbs. @ 0.3c	54.00
Cartons .....	1,240 lbs. @ 9c	111.60
Card board layers .....	8,680 lbs. @ 0.3c	26.04
Perfume .....		1,200.00
Zinc oxide .....		40.00
Fuel .....		105.00
Water .....		26.00
Salaries .....		200.00
Labor .....		310.00
Depreciation, etc. ....		225.00

Total cost for 1240 gross of soap ..... \$6,683.64

The cost per gross at the shipping point can be taken as \$5.39. A small soap company will have to sell through jobbers and might perhaps by selling within a certain territory and by interesting the jobbers of that territory financially in the company, avoid a large sales organization. This of course is problematical. The price per gross to the retailer will have to be smaller than the price demanded by the companies that advertise nationally. Setting the price per gross to the retailer at \$9.00, then we come to the net receipt as follows:

Jobbers resale price to the retailer.....\$9.00  
To jobber 15%.....1.35

\$7.65

Discount 2% ..... .15

Received from jobber.....\$7.50

Average shipping cost......35

\$7.15

Advertising cost .....10%

Office and overhead... 7%

17% 1.22

Total net receipt per gross.....\$5.93  
Total cost per gross..... 5.39

Profit .....\$ .54

Per 1.5 week the total profits will be \$669.60, or about \$446.00 per week, if figures portray exact manufacturing conditions.

A yield of about 2,500 lbs. of 80% glycerin may be expected from the fats used. The production cost of this glycerin from the spent lyes may be taken as \$50.00 with labor, chemicals, depreciation and other expenses included. Even with a price as low as 6c per pound for crude glycerin, there is still a profit.

A factory run on this basis should make a higher profit than figured above because some of the figures are purposely liberal. The advertising cost may seem low. The larger companies apparently spend more than the figures given, but their price per gross is higher in proportion. The average advertising cost per gross in this country is \$0.72 per gross.

These figures, although they may be contested by some manufacturers, at least form a point from which a discussion of comparative costs in the small soap plant, can be started.

Crude glycerin exports, from England, reached 19,072 cwts., valued at £58,740, during the first six months of this year, as compared with Jan.-June, 1927, exports of 15,501 cwts., valued at £49,204. Imports were almost as large as exports, in the first six months of last year, but during the same six month period, this year, totaled only 8,482 cwts. Refined glycerin export and import tonnages and values, during the first half of 1927 and 1928, were as follows:

	1927 cwts.	1928 cwts.	1927 £	1928 £
Exports .....	57,628	68,282	£290,211	£263,643
Imports .....	15,501	19,072	7,191	16,917
Net exports .....	42,127	49,210	£282,020	£246,726

Soaps, perfumes and related products are made on a small scale, in Uruguay, according to a recent Department of Commerce report, which also noted that the market for imported products was fair. A list of importing houses is on file at the Commercial Intelligence Division, available to accredited American firms.

Two new co-operative drug wholesale organizations have recently been incorporated, the Druggists' Buying Corp., New York, and the Illinois Service Drug Stores, Springfield, Ill. Samuel Stern heads the former and Fred W. Rauth is president of the latter.

Cotto  
Cotto  
Pean  
Pean  
Coco  
Coco  
Corn,  
Corn,  
Soya-  
Soya-  
Olive  
Olive,  
Olive  
Palm-  
Palm-  
Rapes  
Linsee  
Chines  
Chines  
Caster  
Palm  
All oth  
FI  
Cod an  
Menha  
Whale  
Herring  
Sperm  
All oth  
AN  
Lard, n  
Lard, o  
Tallow,  
Tallow,  
Neat's-f  
GR  
White  
Yellow



# Fat and Oil Data For Second Quarter 1928

*Production, Consumption, Exports and Imports, With Factory and Warehouse Stocks June 30, 1928*

THE Department of Commerce announces that the factory production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended June 30, 1928, was as follows: Vegetable oils, 390,523,630 pounds; fish oils, 10,307,576 pounds; animal fats, 551,737,286 pounds; and greases, 96,478,916 pounds; a total of 1,049,047,408 pounds. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 441,714,404 pounds appears for lard. Next in order is linseed oil with 179,532,207 pounds; tallow with 108,432,912 pounds; cottonseed oil with 94,827,252 pounds; coconut oil with 64,806,786 pounds; and corn oil with 29,576,988 pounds.

The production of refined oils during the period was as follows: Cottonseed, 168,973,633 pounds; Coconut, 62,571,634 pounds; peanut, 2,368,739 pounds; corn 26,511,507 pounds; soya-bean, 2,384,512 pounds; and palm-kernel, 5,942,227 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports, and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

## PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS

VEGETABLE OILS:	Factory operations for the quarter ended June 30, 1928		Factory and Warehouse stocks June 30, 1928 (pounds)
	Production (pounds)	Consumption (pounds)	
Cottonseed, crude .....	94,827,252	184,766,161	33,508,771
Cottonseed, refined .....	168,973,633	245,123,382	415,428,284
Peanut, crude .....	1,920,037	2,838,698	2,273,854
Peanut, refined .....	2,368,739	2,050,614	2,013,225
Coconut, crude .....	64,806,786	135,638,919	69,977,252
Coconut, refined .....	62,571,634	55,917,469	11,930,368
Corn, crude .....	29,576,988	32,939,418	15,079,659
Corn, refined .....	26,511,507	4,421,060	10,779,739
Soya-bean, crude .....	1,131,985	4,473,984	4,385,307
Soya-bean, refined .....	2,384,512	1,055,924	1,272,005
Olive, edible .....	39,878	468,693	4,064,979
Olive, inedible .....	—	1,189,583	1,998,189
Olive foots .....	—	10,123,554	5,675,901
Palm-kernel, crude .....	—	12,714,168	4,801,631
Palm-kernel, refined .....	5,942,227	4,893,151	1,675,953
Rapeseed .....	—	3,685,302	4,327,708
Linseed .....	179,532,207	131,832,847	189,281,411
Chinese wood .....	—	25,225,828	16,414,586
Chinese vegetable tallow .....	—	1,742,508	3,091,404
Castor .....	17,399,849	6,542,525	6,721,232
Palm .....	—	44,486,401	36,333,234
All other .....	1,288,648	2,841,079	3,233,175
<b>FISH OILS:</b>			
Cod and cod-liver .....	278,910	4,154,099	5,898,567
Menhaden .....	1,629,364	8,676,361	7,964,248
Whale .....	2,028,375	16,853,828	59,357,609
Herring, including sardine .....	5,956,080	15,514,979	15,827,193
Sperm .....	212,625	173,599	2,942,660
All other .....	202,222	2,532,974	960,748
<b>ANIMAL FATS:</b>			
Lard, neutral .....	12,687,891	5,791,874	7,664,477
Lard, other edible .....	429,026,513	4,552,796	176,045,437
Tallow, edible .....	9,965,120	7,322,150	4,074,088
Tallow, inedible .....	98,467,792	129,455,113	77,564,082
Neat's-foot oil .....	1,589,970	1,611,488	1,716,499
<b>GREASES:</b>			
White .....	18,294,496	9,706,765	10,967,533
Yellow .....	16,098,536	15,027,088	8,345,289

# FOR YOUR PRIVATE LABEL

## SOLVAY FLUF

(Trade Mark Registered)

Fluf makes an ideal cleanser to add to your line of products because it produces the largest package with the lightest weight. Fluf is an extra light soda ash made especially fluffy, bulky and light by a process exclusive with Solvay.

## SOLVAY SUPER CLEANSER

(Trade Mark Registered)

This ideal cleaner and cleanser for general cleaning is efficient, effective and entirely soluble in water. Super Cleanser contains no harmful ingredients nor inactive filler. It is *all active cleanser*. Solvay Super Cleanser is good enough to *beat* competition and can be sold at a profitable price.

## SOLVAY Snowflake Crystals

(Trade Mark Registered)

Pure white, crystalline, immediately and entirely soluble, Solvay Snowflake Crystals are an excellent water softener and effective soap saver. Perfect solubility enables this mild cleanser to do its work without leaving a residue. Snowflake Crystals also make the most perfect base for bath salts.

PUT Solvay quality into your packages and get more out of your private label trade. Write today for prices and booklets SF7, SC7.

### SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by  
The Solvay Process Company*

40 RECTOR STREET NEW YORK CITY



# SOLVAY

# PRODUCTS

Say you saw it in SOAP!

# PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS

	Factory operations for the quarter ended June 30, 1928		Factory and Ware'se stocks
	Production (pounds)	Consumption (pounds)	June 30, 1928 (pounds)
GREASES (Continued)			
Brown .....	12,256,403	16,398,744	7,618,269
Bone .....	5,845,097	53,567	1,549,647
Tankage .....	13,359,566	195,162	2,961,734
Garbage or house .....	25,237,784	19,111,990	15,450,663
Wool .....	1,565,999	1,627,637	4,068,323
Recovered .....	620,545	804,073	793,962
All other .....	3,200,490	1,269,684	2,929,208

## OTHER PRODUCTS:

Lard compounds .....	236,831,322	6,261,846	27,298,165
Hydrogenated oils .....	124,805,583	117,152,906	15,033,971
Stearin, vegetable .....	2,963,137	3,688,904	2,762,243
Stearin, animal, edible .....	16,426,216	10,425,023	6,241,014
Stearin, animal, inedible .....	4,928,435	6,785,835	5,102,644
Oleo oil .....	35,626,497	10,323,754	15,528,831
Lard oil .....	3,688,241	4,334,142	4,119,470
Tallow oil .....	2,546,107	1,876,014	1,798,148
Fatty acids .....	24,792,141	24,271,195	6,464,865
Fatty acids, distilled .....	8,970,379	9,578,388	2,725,160
Red oil .....	15,749,081	6,701,184	10,187,877
Stearic acid .....	10,940,458	3,741,998	4,433,572
Glycerin, crude 80% basis .....	32,340,845	31,048,617	22,239,904
Glycerin, dynamite .....	11,787,732	8,678,167	17,727,621
Glycerin, chemically pure .....	16,598,449	1,516,125	7,935,427
Cottonseed foots, 50% basis .....	31,896,299	40,231,639	33,051,559
Cottonseed foots, distilled .....	21,011,821	18,001,427	5,513,599
Other vegetable oil foots .....	17,876,212	13,607,557	1,889,180
Other vegetable oil foots, distilled .....	426,414	81,844	250,223
Acidulated soap stock .....	11,459,014	10,353,528	16,011,148
Miscellaneous soap stock .....	47,649	211,958	194,649

## IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED JUNE 30, 1928

	Pounds		Pounds
Tallow, edible .....	2,698,137	Palm kernel oil .....	10,301,502
Other animal oils & fats, edible .....	660,899	Sesame oil .....	1,452,681
Whale oil .....	39,433,575	Vegetable tallow .....	5,625,930
Cod oil .....	2,469,075	Vegetable wax .....	1,385,311
Cod-liver oil .....	4,474,155	Carnauba wax .....	1,257,310
Other fish oils .....	3,004,958	Peanut oil .....	1,691,657
Wool grease .....	2,817,108	Rape seed oil .....	3,476,392
Olive oil, edible .....	27,241,074	Linseed oil .....	44,934
Chinese wood oil .....	25,067,892	Soya-bean oil .....	1,459,083
Coconut oil .....	50,858,372	Perilla oil .....	550,350
Olive foots .....	12,913,314	Other expressed oils .....	3,085,414
Other olive oil, inedible .....	2,470,373	Glycerin, crude .....	289,680
Palm oil .....	51,368,527	Glycerin, refined .....	24,954

## EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED JUNE 30, 1928

	Pounds		Pounds
Oleo oil .....	17,836,904	Other animal greases and fats .....	12,770,665
Oleo stock .....	2,258,937	Cottonseed oil, crude .....	5,094,816
Tallow .....	923,090	Cottonseed oil, refined .....	2,576,710
Lard .....	165,530,040	Corn oil .....	108,903
Lard, neutral .....	6,884,402	Vegetable oil lard compounds .....	1,323,461
Lard compounds, containing animal fats .....	911,771	Other edible vegetable oils & fats .....	888,935
Oleo and lard stearin .....	835,673	Coconut oil .....	6,480,166
Neat's-foot oil .....	264,346	Linseed oil .....	485,342
Other animal oils, inedible .....	155,475	Soya-bean oil .....	1,949,426
Fish oils .....	277,876	Vegetable soap stock .....	2,013,740
Grease stearin .....	349,443	Other expressed oils & fats, inedible .....	1,985,897
Oleic acid, or red oil .....	1,524,161	Glycerin .....	873,271
Stearic acid .....	651,969		

The Commerce Year Book, Volume 1 of the 1928 edition, is now available at one dollar per copy. The Superintendent of Documents, Washington, D. C., will supply copies on request.

Hooker-Electrochemical Co., New York, has started construction of a new \$1,000,000 chemical factory, at Tacoma, Wash. Caustic soda and liquid chlorine will be among the first products to be manufactured.

## finer perfumes for your SPRAYS, DEODORANTS, SOAPS, etc.!

IT IS a simple matter to secure an odor for sprays, deodorants, disinfectants, liquid soaps, etc. It is a difficult problem to secure one which will truly add a sales argument to your product and still come within a reasonable price range. We have perfected a few perfumes, which fit in with this latter description. True, they cost slightly more than average odors, but they will set your products apart from the ordinary and at the same time will not markedly advance the cost of your finished material.

We will gladly submit samples of any of these items together with prices. These perfumes will stand up perfectly, will impart a quality odor to your products, which will retain that odor until the consumer has completely finished using them. If you need something somewhat out of the ordinary, let us hear from you.

### *Suggestions*

Chypre A. V. Jasmin A. V.

Briar Rose A. V.

Cedrol A. V.

Violet A. V.

Lilac A. V.



Etablissements  
**ALBERT VERLEY**

Represented in the United States by  
**ALBERT VERLEY, Inc.**

11 EAST AUSTIN ST.  
CHICAGO

Say you saw it in SOAP!

# Canadian Soap Production Up in 1927

FROM DOMINION BUREAU OF STATISTICS, CANADA  
*Mining, Metallurgical and Chemical Branch*

**P**RODUCTION in the soaps, washing compounds and toilet preparations industry in Canada, during 1927, amounted in value to \$19,993,453 or almost a million dollars above the figure for 1926, according to final statistics just issued by the Dominion Bureau of Statistics. This industry included 110 different establishments which reported a combined working capital of over 19.3 million dollars and gave employment to 2,106 persons throughout the year. Of the operating plants, 40 manufactured soaps of various kinds as the chief product, 22 produced chiefly washing compounds and 48 were engaged in the preparation of perfumes, cosmetics and other toilet essentials as their main business.

The 40 plants in Canada, engaged primarily in the manufacture of soaps were distributed as follows: Ontario, 22; Quebec, 9; British Columbia, 3; Manitoba and Alberta, 2 each; and New Brunswick and Saskatchewan, 1 each. Production from these plants was valued at \$14,947,503 as compared with an output value of \$14,327,693, in 1926. Among the main products were 48 million pounds of household soap, worth 3.5 million dollars; 56 million pounds of laundry soap, at a total selling value of 4.3 million dollars, and nearly 18.5 million pounds of toilet soap, worth 2.8 million dollars. Textile soaps, soap powder,

crude glycerine, refined glycerine, toilet preparations, and cleaning preparations of various kinds were the other main products. There was also a production of soaps, in other industries, amounting in value to about half a million dollars.

The 22 establishments making washing compounds, during 1927, were located as follows: 9 in Ontario, 9 in Quebec, 3 in Manitoba, and 1 in British Columbia. These plants made commodities worth \$580,597, which was an increase of nearly 12 per cent over the output value for 1926. Javelle water and ammonia powder were the main products. Output of washing compounds in other industries amounts to about \$200,000 in value annually. Although considerable quantities of perfumes, cosmetics and toilet preparations were made as minor products of several other industries, these commodities represented the principal products of 48 establishments in 1927, distributed as follows: 25 in Ontario, 17 in Quebec, 4 in Manitoba, and 1 each in Alberta and British Columbia. Output from these plants was valued at \$4,465,353. The production of toilet essentials including hair tonics, perfumes, tooth paste, etc., excluding toilet soap, amounted to \$3,813,818 in value; there is also an annual output of about a million dollars worth of similar commodities in other industries.

## Canadian Soaps, Washing Compounds and Toilet Preparations Industry

Year	No. of plants	Capital employed \$	No. of employees	Salaries and wages \$	Cost of materials \$	Selling value of products \$	Value added by manufacturing \$
<b>SOAPS—</b>							
1923	33	13,774,170	1,591	1,965,915	8,455,229	14,939,786	6,484,557
1924	33	14,497,596	1,464	1,848,329	7,824,844	13,187,267	5,362,423
1925	36	14,127,348	1,446	1,926,277	8,774,532	13,568,252	4,793,720
1926	39	14,181,242	1,382	1,817,787	9,368,082	14,327,693	4,959,611
1927	40	15,626,944	1,423	1,844,213	9,677,467	14,947,503	5,270,036
<b>WASHING COMPOUNDS—</b>							
1923	11	283,851	83	113,254	103,725	348,801	245,076
1924	9	251,829	67	135,617	108,295	334,470	226,175
1925	21	362,194	107	173,529	174,968	500,126	325,138
1926	23	428,288	117	176,084	188,514	519,325	330,811
1927	22	501,512	126	192,570	212,553	580,597	368,044
<b>TOILET PREPARATIONS—</b>							
1923	26	1,610,571	408	380,486	841,798	2,620,424	1,778,626
1924	24	1,617,644	373	375,074	848,946	2,443,581	1,594,635
1925	31	2,242,016	497	518,701	1,144,241	3,320,128	2,175,887
1926	46	2,741,848	569	595,589	1,403,399	4,225,510	2,822,111
1927	48	3,124,209	557	624,922	1,497,699	4,465,353	2,967,654

# Difficult Wrapping at High Speed

Great pains were taken to give Lux Toilet Soap a handsome and distinctive wrapping. At the same time, high speed was demanded.

Here is the machine that fills both needs.

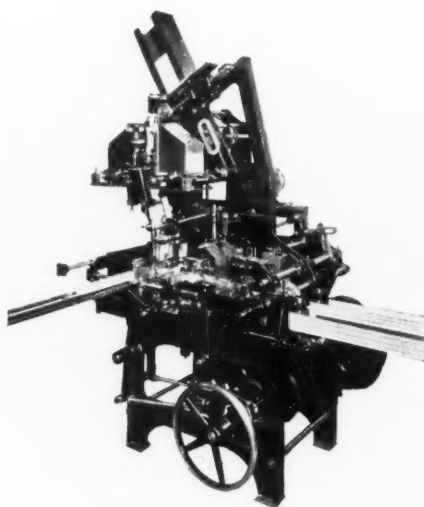
This machine wraps the soap in an inside wrapper, folds a piece of cardboard, fed from sheets, around the cake, and encloses the whole in a printed wrapper, sealing the ends with paste. If desired, a printed circular may be used instead of the cardboard.

150 cakes are wrapped per minute.

Let us help you solve your wrapping problems. Get in touch with our nearest office.



150 per minute



## PACKAGE MACHINERY CO.

SPRINGFIELD, MASSACHUSETTS

NEW YORK: 30 Church Street

CHICAGO: 111 W. Washington Street

LONDON: Windsor House, Victoria Street



### PACKAGE MACHINERY COMPANY

*Over 100 Million Packages per day are wrapped on our Machines*

Say you saw it in SOAP!

SEP

TO

SOA

Ha

I

T

I

S

F

A

Liq

So

Cle

A

L

W

O

Gly

Gly

Toil

Per

All

WAS

Am

Jave

Soap

Was

All

TOIL

Toile

cro

Toot

Toile

Liqu

Perf

All

# Inclu

IMPO

cale

040.

castile

came f

mon la

from t

liquid

soap p

Karl

machine

number

house



**TOTAL—**

1923 .....	70	15,668,592	2,082	2,459,655	9,400,752	17,909,011	8,508,259
1924 .....	66	16,367,069	1,904	2,359,060	8,782,085	15,965,318	7,183,233
1925 .....	88	16,731,558	2,050	2,618,507	10,093,741	17,388,506	7,294,765
1926 .....	108	17,351,378	2,068	2,589,460	10,959,995	19,072,528	8,112,533
1927 .....	110	19,252,665	2,106	2,661,705	11,387,719	19,993,453	8,605,734

**Products of Canadian Soap Industry**

Products	Unit of Measure	1926		1927	
		Quantity	Selling Value \$	Quantity	Selling Value \$
<b>SOAPS—</b>					
Hard Soaps—					
Household soaps .....	lb.	50,610,468	3,631,745	47,568,013	3,509,507
Laundry soaps and soap chips .....	"	42,390,197	4,127,784	56,076,973	4,348,435
Textile soaps .....	"	—	—	1,656,699	126,051
Toilet soaps .....	"	16,850,170	2,489,727	18,514,258	2,847,251
Polishing and scouring soap .....	"	852,231	57,051	391,015	25,642
Soap powder .....	"	11,379,020	418,846	5,224,179	304,264
Foots soap .....	"	16,027	1,602	—	—
All other hard soaps .....	"	2,753,742	235,397	2,580,554	235,998
Liquid soaps .....	"	244,825	29,290	335,059	34,685
Soft soaps .....	"	1,356,502	84,283	1,388,754	74,661
Cleaning preparations:					
Ammonia powder .....	"	1,484,384	101,001	1,604,065	94,225
Lye .....	"	542,787	68,862	607,607	81,703
Washing compounds .....	"	1,302,083	35,595	922,954	30,633
Other cleaning preparations .....	"	—	966,748	—	938,943
Glycerine, crude, sold as such .....	"	2,569,938	403,768	2,308,984	331,202
Glycerine, refined .....	"	3,304,882	851,731	4,598,093	1,091,299
Toilet preparations .....	"	—	537,206	—	525,969
Perfumes .....	"	—	104,476	—	74,215
All other products # .....	"	—	182,581	—	272,815
TOTAL .....		—	14,327,693	—	14,947,503
<b>WASHING COMPOUNDS—</b>					
Ammonia powder .....	"	—	53,568	—	54,119
Javelle water .....	"	—	237,733	—	289,889
Soaps, all kinds .....	"	204,873	16,393	230,296	18,240
Washing compounds .....	"	—	54,944	—	50,314
All other products .....	"	—	156,687	—	168,035
TOTAL .....		—	519,325	—	580,597
<b>TOILET PREPARATIONS—</b>					
Toilet preparations, including hair tonic, facial cream, etc. ....		—	2,682,288	—	2,749,180
Tooth paste .....		—	631,317	—	818,109
Toilet soaps .....	lb.	2,838,335	436,719	857,298	429,850
Liquid soaps .....		—	4,693	—	5,268
Perfumes .....		—	379,044	—	246,529
All other products .....		—	91,449	—	216,417
TOTAL .....		—	4,225,510	—	4,465,353
GRAND TOTAL .....		—	19,072,528	—	19,993,453

# Includes laundry blue, hand cleaners, refined tallow and other products.

**I**MPORTS of soap into Canada, during the calendar year 1927, were valued at \$1,189,040. This total included 1,176,528 pounds of castile soap, worth \$96,772, most of which came from France; 9,875,487 pounds of common laundry soap, valued at \$718,906, mostly from the United States; 233,227 pounds of liquid soap, at \$26,640; 324,448 pounds of soap powder and powdered soap, valued at

\$27,540. Toilet soaps not included elsewhere were worth \$256,494 and harness soap, whale oil soap, pumics, silver and mineral soaps made up the remainder of the imports in this class. Exports of soaps, in the same year, were valued at \$851,258; about 5 million pounds of toilet soap worth \$811,000 and 493,027 pounds of other soaps valued at \$40,258 were shipped to foreign countries.

Karl Kiefer Machine Co., Cincinnati, filling machinery builders, have issued the August number of *The Superintendent*, the company's house organ. Among various articles of in-

terest, the booklet contains a list of recent Kiefer equipment installations, including among the machinery buyers, Packer Mfg. Co., the Barbasol Co. and Yardley & Co.

# Packing and Shipping Costs *Lowered*

*for hundreds of industries which  
now ship in Bemis Bags*



#### Bag Factories

St. Louis  
Minneapolis  
Omaha  
New Orleans  
San Francisco  
Indianapolis  
Memphis  
Kansas City  
Seattle  
Winnipeg  
Houston  
Brooklyn  
Buffalo  
Wichita  
Ware Shoals, S. C.

#### Cotton Mills

St. Louis  
Indianapolis  
Bemis, Tenn.

#### Bleachery

Indianapolis

Are you losing money in your shipping? Boxes, barrels and drums are expensive. The labor needed for packing and handling, the large storage facilities required, and the higher freight rates, add much to the high cost of shipping dry chemicals.

Bemis *Waterproof* Bags provide a better, more economical way for shipping dry chemicals that will enable you to cut your shipping costs from 30 to 50%.

Bemis *Waterproof* Bags are constructed of stout, durable burlap. The lining is waterproof and siftproof, assuring a practically air-tight package. Easily and quickly handled, require less storage space and can be used for shipping almost every type of loose dry chemical.

Full information and samples to meet your special requirements, on request.

**BEMIS BRO. BAG CO.**

605 S. 4th Street, St. Louis, Mo.

**BEMIS**  
WATERPROOF  
**BAGS**



MR336

SINCE 1858, THE WORLD'S LARGEST MAKERS OF QUALITY BAGS

## Glycerin Prices Tend Upward

Glycerin prices have been advanced, according to the market report of Parsons & Petit, New York, under date of Sept. 7, which states: "During the week there have been sales of dynamite at 12¼c per lb., one of the refiners taking on a round quantity and explosives manufacturers being buyers to the extent of 7 or 8 cars; the price paid was 12¼c per lb. and the deliveries cover this month and next. Following these transactions, the sellers raised their price to 12¾c per lb., but in other directions it is possible to buy at 12½c and there are yet other sellers, who will probably accept 12¼c, if obliged to. It is generally supposed, that there are generous stocks of refined glycerin concentrated in the hands of two of the largest makers, and if they both assume, the same attitude, the price may advance, providing, of course, that there is sufficient demand, to warrant it. We do not believe that the explosives makers will require such a quantity as is necessary to have any material influence on the market and the situation, so far as the anti-freeze trade is concerned, is uncertain. *Crude.* Refiners continue to bid 7½c, basis of 80% loose, delivered at their plant, for Lye and today there is an inquiry, which may lead to a higher price being paid. As stated before, the surplus stocks, which hung over the market, for so long a time, have been removed and current production is reduced, but it is also true that recent purchases have supplied several of the refiners, with all they will need, for a period ahead. Saponification is nominally 8¾c per lb., basis of 88%, loose, delivered buyers' works."

Cuban toilet soap buyers prefer a product which will remain firm after use, according to a recent Consul report, the climate having a decided tendency to soften the bars markedly. A considerable demand exists for soaps with a wax content, which dry quickly after use. American soaps are quite popular, according to the report, having bulked large in the 1925 importations of 5,153,000 kilos of bar soaps, the goods having been valued at \$693,000. During the same year, Cuban soap factories produced \$3,570,000 worth of bar soap. One of the best selling local products is "Hiel ded Vaca," it is being advertised as a skin whitener and softener.

Forhan Co. reports a net income of \$542,627, for the first half of the current year, as against \$306,027 for the same period last year.

## Gold Dust Gets Linseed Control

Gold Dust Corp. has definitely acquired control of the American Linseed Company. Stockholders of the Gold Dust Corp. will be given the right to subscribe for one additional share of stock at \$80 a share for every two shares held. The new stock will be placed on a \$5 annual dividend basis, against \$3 for the present stock.

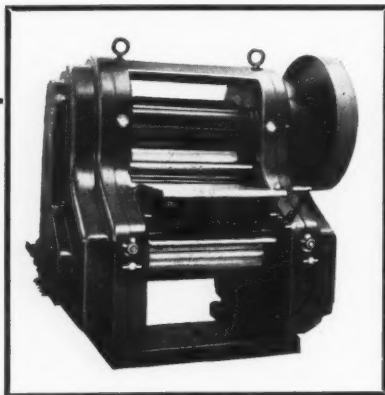
Acquisition of the holdings of the Dupont interests in American Linseed common stock gives the Gold Dust Corp. 70 percent of the outstanding Linseed common and preferred. An offer, on a basis not yet determined, will be made for the minority holdings of American Linseed common and preferred. The plant of the Gold Dust Corporation, now carried on its books as \$2,478,000, has been written down to \$1. The Gold Dust Corp. declared a quarterly dividend of \$1.25 payable Nov. 1, record Oct. 17. The stock of record date, for subscription rights, has not yet been determined.

## McK & R Heads Drug Merger

Acquisition of the holdings of the Dupont interests in American Linseed common stock Conn. with 5,500,000 shares of stock, 5,000,000 common and 500,000 of \$50 preferred was completed Aug. 21. The new company, a Maryland corporation, will be known as McKesson & Robbins, Inc. Manufacturing operations will be expanded and the firm will have a country-wide chain of wholesalers to distribute its goods. No affiliation with retail chains will be made. The companies in the merger include: Bedsole-Colvin Drug Co., Mobile, Ala.; Churchill Drug Co., Burlington, Ia.; Eastern Drug Co., Boston; Farrand, Williams & Clark, Detroit; Faxon & Gallagher Drug Co., Kansas City; Fuller-Morrison Co., Chicago; Gibson-Snow Co., Albany, Buffalo, Rochester, etc., N. Y.; Hall-Van Gorder Co., Cleveland; Kirk-Geary & Co., Sacramento; Langley & Michaels Co., San Francisco; Minneapolis Drug Co., Minneapolis; Murray Drug Co., Columbia, S. C.; Roebler & Kuebler Co., Newark, N. J.; Southern Drug Co., Houston, Tex.; Western Wholesale Drug Co., Los Angeles. F. Donald Coster, head of Girard & Co. which merged with McK & R in 1926, is president of the new combination.

Oil Trades Association of New York will hold its annual golf tournament, Sept. 27, at the Westchester Hills Golf Club, in Westchester County, New York.

*The newest thing*  
**in SOAP FLAKING MILLS!**  
*the Buhler Mill*



*for THIN FLAKES*

**T**HE Buhler Soap Flaking Mill is available in two sizes—both three and five roll. It is absolutely the last word in a flaking mill. It produces flakes thinner than those made on any other mill and does so with the utmost economy. Once you give one of these mills a thorough trial you will want none other for your best products. Repeat orders tell the real story. Once a Buhler mill gains entrance, re-orders are sure to follow. Here are some of the main points about this modern soap factory equipment. Complete details will be furnished promptly on request.

- |  |   |
|--|---|
| 1. Chilled cast-iron rolls of unsurpassed quality. | 5. Entirely encased—therefore dust and oil proof. |
| 2. Even wear and tear on rolls                     | 6. Smooth surfaces, easy to keep clean            |
| 3. Extremely thin flakes                           | 7. Low power consumption                          |
| 4. Forced-oil lubrication for all bearings         | 8. HIGHEST EFFICIENCY—THINNEST FLAKES             |



**TH. H. KAPPELER, M. E.**

44 Whitehall St.  
 New York, N. Y.

*Sole American Distributor*

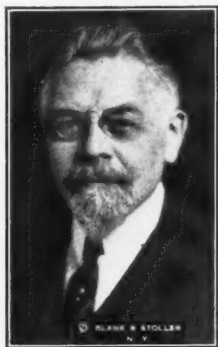
*Newman Tallow & Soap Machinery Co., Chicago*

*Selling Agents*

Say you saw it in SOAP!

## Dreyer Views Essential Oil Marts

P. R. Dreyer, head of P. R. Dreyer, Inc., New York perfuming material importers, returned, Aug. 13, on the *Deutschland*, from a three months business and pleasure trip abroad, during which time he visited practically all of the European flower, oil and aromatic chemical centers. Mr. Dreyer, accompanied by Mrs. Dreyer, sailed from this country for Naples, May 19. Following a few days of sightseeing in and about Naples, they went to Reggio, where the Messina essence house of Paolo Vilardi, represented in this country by the Dreyer firm, is located. Mr.



P. R. DREYER

Dreyer stated to a representative of SOAP that the bergamot crop appeared to be somewhat below normal, if anything, and expressed the opinion that prices would very probably hold fairly well at present levels. From Reggio, the Dreyers proceeded through Rome and Florence, toward Grasse, where four days were spent with Bertrand Freres, producers of flower products, who are also represented here by the Dreyer company. While they were in Grasse, the rose crop was being harvested, the crop having been of good quality and proportion, indicating a trifle lower price level than has obtained in the past few months. Jasmin, also showed indications of being plentiful, with the orange crop below par. The lavender crop had every appearance of being larger than that of last year, according to Mr. Dreyer, although he was inclined to believe that some reports had exaggerated the situation and had led toward expecting too low price levels. While passing through the Barreme lavender district, Mr. Dreyer had an opportunity to talk with many of the local farmers, all of whom confirmed his own ideas about lavender prospects. A visit to the Allondon aromatic chemical plant, at Geneva, followed, their stay in Switzerland having occupied the better part of a month. From Switzerland, the Dreyers passed through Germany, stopping at Dresden, Leipzig and other places of interest, enroute to Hamburg, where the Vanillin Fabrik aromatic chemical manufactory is located, the latter being represented in America by P. R. Dreyer, Inc. A visit to Haderslev, in Denmark, Mr. Dreyer's birthplace, the first

(Continued on Page 79)

## Swift Wins Soap Rate Case

T. P. Wilson, an Examiner of the Interstate Commerce Commission has prepared a proposed report for the Commission on soap rates in connection with the case of Swift & Co. against the St. Louis-San Francisco Railway Company. "Rates on soap and related articles," says the proposed decision, "from Chicago, Ill., and Calumet, East Chicago, Ind., to points in Oklahoma, Texas, and southern Kansas, found unreasonable. Rates from South Omaha, Neb. to points in Oklahoma and Texas, and certain points in southern Kansas, found unreasonable. Rates from South Omaha to other points in southern Kansas found not unreasonable. Rates from same points of origin to points in eastern New Mexico and southern Missouri found not unreasonable. Reparation awarded."

## New Soap Company in New York

Royal Solvents, Inc., 47 Thirty-seventh St., Long Island City, N. Y., incorporated last July with a capital of \$25,000, in preferred stock, and \$50,000, in common stock, is getting its plant into production at this time. The company will make textile, laundry, liquid and hand soaps, soap powder, liquid soap base, shampoos and shampoo base, specializing in a liquid laundry soap. Charles Benesch is president, Lovett A. Grant is vice president and superintendent and William Grant is secretary. The Grants were formerly connected with the Royal Solvents Co., Brussels, Belgium and Marseilles, France, their father having been the active head of the firm. Lovett Grant was superintendent of production of the Belgian factory. Before the outbreak of the war, soaps constituted one of the company's main products, the plant having been destroyed as it was located in the direct line of march of the German armies.

William A. Storts, vice president of the Edward Flash Co., New York cottonseed oil brokers, died at his residence, in Brooklyn, Aug. 27. Mr. Storts, who was 55 years old at the time of his death, was chairman of the cottonseed oil committee of the New York Produce Exchange.

Cook, Swan & Young Corp., New York, vegetable oils, fish oils, etc., are now operating under a temporary receiver, he having been appointed following a petition from minority stockholders, headed by Percy L. Young, former treasurer and director, the petition charging mismanagement of the affairs of the business.

# A. L. VAN AMERINGEN

*Essential Oils, Synthetic Chemicals,  
Natural and Synthetic Flower Oils*

30 IRVING PLACE, NEW YORK

180 N. WACKER DRIVE, CHICAGO

*Manufacturing Laboratory*

451 S. JEFFERSON STREET

ORANGE, N. J.

See what  
we mean by  
good values in  
perfume oils

FOR SPRAYS,  
DISINFECTANTS,  
GERMICIDES,  
CLEANING  
PREPARATIONS,  
DEODORIZING  
BLOCKS, etc.

	per lb.
Oriental .....	\$249½ \$3.50
Rose .....	\$342 3.25
Bouquet .....	\$522 2.50
Carnation .....	\$610 3.75
Narcissus .....	\$612 3.50
Rose .....	\$675 3.00
Carnation .....	\$709 2.25
Bouquet .....	T19 2.25
Bouquet .....	T212 1.90
Pine .....	T50 2.50
Jasmin .....	T77 3.75
Syringa .....	T103 5.00
Muguet .....	T146 4.00
arPa Oil .....	T179 2.50
Arbutus .....	T185 4.00
Bouquet .....	T212 1.90
Colonia .....	T250 4.00
Locust .....	T254 4.00
Muguet .....	T264 2.00
Lilac .....	T270 3.00
Lilac .....	T274 1.90
Bouquet .....	T280 2.00
Bouquet .....	T296 2.25

FOR SOAPS,  
LIQUID SOAPS,  
DENTIFRICES,  
SHAMPOOS, etc.

	per lb.
Lily .....	\$154 \$4.00
Rose .....	\$245 3.75
Pine .....	\$275 3.00
Carnation .....	\$284 5.00
Heliotrope .....	\$500 4.50
Sassafras .....	\$575 2.00
Bouquet .....	\$662 4.50
Shampoo Bouquet .....	\$680 10.00
Mint Shampoo .....	\$695 9.50
Amber .....	T48 5.00
Bouquet LX .....	T54 4.50
Alva Soap .....	
Bouquet .....	T71 8.50
Tooth Paste Oil .....	T92 6.00
Tooth Paste Oil .....	T122 7.50
Sweet Pea .....	T148 6.00
Violet .....	T160 6.00
Chypre .....	T163 6.00
Lavender .....	T168 5.50
Lemon Verbena .....	T169 4.00

Check

this list and send for samples of those that interest you. We have dozens of other oils, for all purposes. State what preparation you want to perfume, and how much you can afford to spend to perfume it.

REMEMBER THE VAN AMERINGEN POLICY: Make your own tests with our samples. See in what respects the van Ameringen ingredients have improved your products. We'll abide by the result.

Say you saw it in SOAP!



### F. T. C. on "Buttermilk" Soap

"Buttermilk," as a brand for soap products, will be discontinued by a corporation engaged in the manufacture of soap until such time as its products are actually made from buttermilk and may thus be properly described and referred to as buttermilk soap, according to a stipulation agreement between the soap company and the Federal Trade Commission. (Names of individuals or firms signing stipulation agreements are not mentioned in the commission's press releases or publications.) The stipulation, in part, follows:

"Respondent, in soliciting the sale of and selling its soap products in interstate commerce, caused certain of the products sold by it to be marked, stamped, branded or labelled 'Pure Buttermilk Soap'; when in truth and in fact the said products were not manufactured from buttermilk so as to be properly and accurately described as 'Buttermilk Soap.' Respondent agrees to cease and desist forever from the use of the word 'Buttermilk' as a brand or label for its products either independently or in connection or conjunction with any other word or words so as to import or imply that the products so branded or labeled and sold by it in interstate commerce are in truth and in fact products manufactured from buttermilk so as to be properly and accurately designated 'Buttermilk Soap,' and from the use of the word 'Buttermilk' either independently or in connection or conjunction with any other word or words, or in any other way which may have the capacity and tendency to mislead or deceive the purchasing public into the belief that the said products are soaps manufactured from buttermilk so as to be properly and accurately designated, described and referred to as buttermilk soap. Respondent also agreed that if it should ever resume or indulge in any of the practices in question, this said stipulation of facts may be used in evidence against it in the trial of the complaint which the Commission may issue."

### A. M. T. A. Committees Appointed

John A. Handy, of the Larkin Co., Buffalo, president of the American Manufacturers of Toilet Articles, recently announced his committee appointments for the 1927-28 term. Daniel J. Mulster, secretary-treasurer of the organization, of Muhlen & Kropff, was named a member of the legislative and resolutions committee and chairman of the finance committee. Dr. Martin H. Ittner, of Colgate-Palmolive-Peet Co., was appointed a member

of the special tariff and domestic flower products production committees. Other appointments included those of Frank C. Adams, Andrew Jergens Co., Edward V. Killeen, George Lueders & Co., Carl Schaetzer, Morana, Inc., E. B. Hurlburt, J. B. Williams Co., J. A. Handy, Larkin Co., George H. Neidlinger, Peerless Tube Co., and F. E. Watermeyer, Fritzsche Brothers, Inc., as members of the tariff committee; Paul M. Todd, A. M. Todd Co., and Mr. Watermeyer, on the flower products committee; Mr. Hurlburt, P. R. Dreyer, A. L. van Ameringen, Dr. E. G. Thomssen, J. R. Watkins Co., Dr. E. C. Kunz, Givaudan-Delawanna, Inc., and Dr. Samuel Iserman, Van Dyk & Co., members of the research committee; A. D. Armstrong, Fritzsche Brothers, Inc., and I. W. England, members of the membership committee; and W. L. Schultz, Lightfoot-Schultz Co., chairman of the resolutions committee.

### Offer Squibb Preferred Stock

The Guaranty Trust Co. of New York offered beginning Aug. 29 15,000 shares no-par cumulative \$6 first preferred stock of E. R. Squibb & Sons, Brooklyn, at \$100 per share, flat. The stock is issued pursuant to a plan for the reclassification and increase of the capital stock of the company, which was ratified by the stockholders July 23. Of the 100,000 shares authorized, approximately 48,888 shares were issued to meet the offers of exchange for the old stock and 15,000 are now being offered to the public.

Proceeds of the sale of the 15,000 shares are to be applied to retiring a \$500,000 5½ percent real estate mortgage, to paying outstanding capital commitments aggregating \$671,000 and to providing additional working capital. Upon completion of this exchange of stock and financing the company will have no funded debt and this stock will constitute its only issue of preferred stock outstanding.

The company has shown annual net earnings for the past three years averaging 2.22 times the annual dividend requirements on the 63,888 shares of cumulative \$6 first preferred stock presently to be outstanding. Such net earnings for the past year ended Dec. 31, 1927, amounted to 2.82 times such dividend requirements.

Pierre Lemoine, Inc., New York perfuming material house, announce the removal of their Chicago office to 722 W. Austin Ave. The phone number is Haymarket 0991.



# SAPOFIXIN

We invite you to try our Sapofixins  
in your Soaps as reinforcers.

Sapofixin Eau de Cologne  
Sapofixin Hyacinth  
Sapofixin Lavender  
Sapofixin Lilac  
Sapofixin Lily of the Valley  
Sapofixin Orange  
Sapofixin Pine  
Sapofixin Rose  
Sapofixin Violet



## HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig  
in the United States and Canada

La  
ture  
Post  
comm  
has 1  
stock

Fr  
Bros.  
week  
he e  
Fran  
of L  
itiner

Les  
Webb  
Cincin  
compa  
the m  
under  
produ  
The I  
oldest  
in 183

Edg  
will re  
soaps  
Dr. K  
made  
past.

Fran  
Peet C  
the *He*  
Spain

Glob  
Procte  
stockh  
P. & C  
the sal  
standin  
11 sha

In c  
merger  
per cen

## PERSONAL and IMPERSONAL

La France Mfg. Co., Philadelphia, manufacturers of chip soap, have been acquired by the Postum Co., food products producers. In connection with the purchase, the Postum Co. has listed 95,060 additional shares of common stock on the New York Stock Exchange.

Francis A. Countway, president of Lever Bros. Co., Cambridge, Mass., is on a several weeks trip abroad. Accompanied by his sister, he expects to spend several weeks touring France by motor. A visit to the home offices of Lever Bros., Ltd., will be included in his itinerary.

Leslie Webb, Jr., nephew of William A. Webb, president of the Hunnewell Soap Co., Cincinnati, has recently joined the staff of the company. Leslie Webb, who was formerly in the merchandising and advertising fields, will undertake sales promotion work on several new products which the company is about to market. The Hunnewell Soap Company is one of the oldest in the country, having been established in 1835.

Edgar H. Kelley Co., New Haven, Conn., will resume the manufacture of toilet and foot soaps about Oct. 1, according to advices from Dr. Kelley. They have been having their soap made under private brand for several months past.

Frank J. M. Miles of Colgate-Palmolive-Peet Co. sailed for Europe on Sept. 8 aboard the *Ile de France*. Mr. Miles will visit France, Spain and England while in Europe.

Globe Soap Co., Cincinnati, bought by Procter & Gamble some time ago, has advised stockholders that the \$2,000,000 worth of P. & G. 6 per cent preferred stock, received in the sale, will be exchanged, for the three outstanding Globe preferred issues, on a basis of 11 shares of Globe for 10 of P. & G.

In completing the Colgate-Palmolive-Peet merger the Palmolive-Peet Co. declared a 32½ per cent common stock dividend.

Henry Schuck of the Gold-Par Products Co., New York, American representatives for the Welter patents for dry saponification, sailed Sept. 13 for Germany for a consultation with the principals abroad. He will be in Germany for two or three months.

Surety Soap Co., Chicago, has moved to 230 W. Huron St. The company, managed by John Kvale, makes hand soaps and toilet preparations.

J. F. Pollock former sales manager for Armour's soap department and also Chicago sales manager for Procter & Gamble Co., was recently appointed sales manager for the Horlicks Malted Milk Corp., Racine, Wis.

Salo Schulz, formerly with Murray & Lane of Deming, N. M., is now representing the Los Angeles Soap Company in Southern Arizona and New Mexico.

Bristol-Meyers Co., New York, makers of liquid soap and tooth paste, announce the election of Lee H. Bristol as a vice president of the company. He will continue in charge of the firm's advertising.

Algon Company, New York, is now manufacturing and marketing a trisodium phosphate cleaning compound for laundry and textile use. George Stoettner is president of the company.

John E. Kindler, superintendent of the Colgate-Palmolive-Peet Milwaukee plant, has been retired by the company at the age of 64 years. He will soon locate in California. Mr. Kindler joined the Palmolive organization over twenty years ago, when it operated as the B. J. Johnson Soap Co., having previously been employed by James S. Kirk & Co., Chicago.

Walter B. Pearson, recently associated with Procter & Gamble Co., as Eastern sales manager, has been elected president of the Mavis Bottling Co.

# ONLY THE FINEST QUALITY

*That is Bertrand Freres Policy on  
all products sold under their label.*

Every soap manufacturer should become acquainted  
with the following B. F. oils—

**OIL GERANIUM**

**OIL VETIVERT BOURBON**

**OIL VETIVERT JAVA**

**OIL PATCHOULY**

**OIL THYME**

**OIL ROSEMARY**

**OIL LAVENDER FLOWERS**

**OIL LAVENDER SPIKE**

*Two new B. F. Specialties*

**RESIN PATCHOULY**

**RESIN VETIVERT**

*Combining the perfume value of the oil  
with the fixative properties of the resin.*

**OIL BERGAMOT VILARDI OIL LEMON**

Our principal Paolo Vilardi is located in the heart of  
the producing regions. Every can of Lemon or Ber-  
gamot offered by Vilardi is sealed by chemists of the  
Italian Government. This is your guarantee of purity.

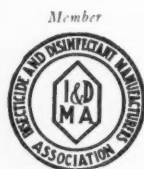
*Let us submit quotations.*

*Sole Representative of*

**Bertrand Freres, S. A.**

GRASSE

FRANCE



Member

**P. R. DREYER INC.**

26 CLIFF STREET

NEW YORK

*Sole Selling Agent for*

**VANILLIN FABRIK**  
Hamburg, Germany  
Aromatic Chemicals

**NORD AFRICAN**  
COMMERCIAL  
Alger, Africa  
Oil Geranium

**H. RAAB & CO.**  
Roermond, Holland  
Artificial Musks

**PAOLO VILARDI**  
Reggio Calabria, Italy  
Messina Essences

Say you saw it in SOAP!

E. F. Brundage, formerly assistant sales manager of the Solvay Sales Corp., has been appointed sales manager, to succeed the late Horace G. Carrell. Mr. Brundage graduated from Worcester Institute of Technology in 1904, having been connected with the American Smelting & Refining Corp. and the General Chemical Co., before joining Solvay, in 1922.

Daniel F. Jones, for the past fifteen years assistant buyer and supervisor of stocks of all merchandise for Frederick Stearns & Co., Detroit, has been appointed purchasing agent to succeed J. L. Matthieu who resigned June 1 last.

Armour Soap Works have appointed Blackett Sample Hummert to handle their fall *Dona Castile* advertising campaign, being launched at the present time.

A new glycerin refining plant will soon be in production in Australia, the Glycerine Distillery Co., Ltd., O'Riordan St., Alexandria, Sydney, N. S. W., being the owners.

Kolynos Co., tooth paste manufacturers, announce the appointment of H. B. Thomas, formerly production manager, as advertising manager.

"American Soapmaker's Guide", a 750 page book covering the manufacture of soaps, raw materials, etc., will soon be published, the editors being P. B. Meerbott and I. V. Stanley Stanislaus. It will be priced at \$10.00.

Glidden Food Products Co., refiners of vegetable oils and importers of *Purit*, decolorizing carbons, announce the removal of their New York office to 209 14th St., Long Island City, N. Y., effective Oct. 1, that being the present location of their parent company, the Glidden Co. The Glidden building is of modern construction, three stories high, with offices located on the top floor front and warehouse space in the other portions. The *Purit* division, handling the decolorizing carbons made by the *Purit* Co., Amsterdam, Holland, will occupy larger space than has been available at the old New York address. A. A. Jackson will continue in charge of the latter, with John Ch. Demetrius handling the vegetable oil department as heretofore.

Chicago Perfumery, Soap & Extract Association will hold its first 1928 fall meeting at the Hamilton Club on Wednesday, Sept. 19, according to announcement from Secretary Frank Pettee. The final golf tournament for 1928 will be held during the third week of September to play for the championship cup donated by B. F. Zimmer of Fritzsche Brothers, this year's president.

The body of Charles S. Herron of the Chicago office of George Lueders & Co. who was drowned at Fort Francis, Canada, Aug. 13, was recovered Aug. 15. The funeral was held from the Chicago home of his mother on Aug. 20.

Cowles Detergent Co., Cleveland, detergent manufacturers, announce that H. M. Wuatt, formerly with a St. Louis laundry, has joined their organization as assistant to J. T. Brent, in the Southeastern territory.

Laundryowners National Association will hold their annual convention, Oct. 15 to 19, at the Statler Hotel, Boston. The exhibit, regular feature of the meeting, will be staged in Mechanic's Hall.

Dental cream exports amounted to 177,245 pounds, valued at \$181,991, in June. The largest amount went to British India, 15,424 pounds.

E. de Haen A. G., Hanover, Germany, chemical manufacturers, represented in this country by Pfaltz & Bauer, New York, have combined with the J. D. Riedel A. G., under the name J. D. Riedel—E. de Haen, A. G. Both firms have been under the same management for several years and have been closely associated. Pfaltz & Bauer will continue to handle the de Haen chemicals.

Luker Mfg. Co., Braddock, Pa., soap manufacturers, have enlarged their production capacity through the installation of additional equipment. Their offices, formerly located at Pittsburgh, have been moved to Braddock, where the factory is located.

Lambert Co. made a net profit of \$929,242, in the first half of 1928, as compared with a net of \$769,405, during the same period of last year.



# Soap Perfume Oils

*Produced by*

## ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be



As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

### GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE  
NEW YORK CITY

Say you saw it in SOAP!

To  
soaps  
No.  
parts  
deg.  
hours  
parts  
and p  
tent o  
until  
the n  
the p  
mass.  
form  
sealed  
napht

A p  
spring  
recent  
parts  
hydro  
heliot  
oil pe  
of oil

Benz  
0.05 to  
paste w  
amount  
the pas  
of trea  
minutes  
an afte  
are for  
the per  
small q  
can be v  
& Fat

## ON PRODUCTS AND PROCESSES

To prevent evaporation of naphtha from soaps containing this solvent, Canadian Patent No. 280,911 gives a method. Coconut oil, 2 parts, is mixed with caustic soda solution, 38 deg. Be, and allowed to stand for five or six hours. The resultant soap is melted with 80 parts of benzine or naphtha, the mass is cooled, and pulverized. A soap mass with a fat content of 10% and high alkali content is hardened until pasty or semi-fluid, and this is added to the naphtha-containing soap, and mixed to coat the pulverized particles with the semi-fluid mass. The resultant mixture is cooled to form a hard soap with the pulverized particles sealed to prevent evaporation of the volatile naphtha.

A perfume for soap, suggesting the odor of spring flowers, was described as follows in a recent issue of *Les Parfums de France*: 150 parts each of geraniol, aubepine crystals and hydroxycitronellal base, 100 parts each of heliotropine, oil cananga, oil bergamot and oil petitgrain, 600 parts terpineol, 200 parts of oil linaloe and 400 parts of styrax.

Benzoyl peroxide is used in proportion of 0.05 to 0.2% for bleaching oils by making a paste with the oil after ascertaining the correct amount. The oil is heated to 80 or 90 deg. and the paste mixture stirred in thoroughly. Time of treatment varies with the oil, sometimes 20 minutes being enough and after several days an after-bleaching being noticed. No deposits are formed and no filtering necessary. After the peroxide has lost its available oxygen, a small quantity of benzoic acid remains which can be volatilized by heating if necessary.—*Oil & Fat Industry*, 5, 180, 1928.

The following in perfumes for soaps have been found to retard oxidation and help prevent rancidity in the soaps: anisol, benzyl benzoate, bois de rose, borneol, citronellol, coumarin, citronella oil, clove oil, cymene, eucalyptol, eugenol, isoeugenol, isosafrol, phenylpropyl alcohol, patchouli, petitgrain, resins, safrol, sandalwood oil, thymene, thyme oil, and thymol. Where rancidity is already present in a freshly made soap of poor materials, these products have no influence, but in a well-made soap free of rancidity, experiments show they tend to prevent the later development of rancidity.—*Perfumery & Essential Oil Record*, 326, Aug., 1928.

A large number of analysis of curd soap show a glycerin content of over two per cent, in some cases over seven per cent by dichromate method analyses. A glycerin content of two per cent in curd soap represents a loss of about 25% of the original content of glycerine where neutral fats were the chief raw material.—*Allgem. Oel und Fett Zeitung*, 24, pg. 76.

As a substitute for coconut oil in filled soaps, sodium naphthenate present in the waste liquors from petroleum refining can be used to advantage. Directions for its use are given.—*Chem. Zentr.*, 2143, 1927.

Corn oil, first freed from stearin which would spoil the transparency, and linseed oil are recommended for producing fine transparent soft soaps. In manufacture, alkali is added gradually during heating and agitating, saponification beginning at 60 deg. C. to 80 deg. The soap is finished when upon putting on a glass plate, it becomes covered with a white film which vanishes in about ten minutes, leaving a transparent soap. The soap can be bleached with sodium or potassium hypochlorite solution.—*Olii et Grassi*.

A preparation for cleaning metals prior to painting consists of a mixture of trisodium phosphate, a soluble chromium compound, and ethyl methyl ketone.—Canadian Patent No. 279,520.



"Distinguished for its high  
test and uniform quality."

**SODA ASH**  
**CAUSTIC SODA**  
**CALCIUM CHLORIDE**  
**BICARBONATE**

**Michigan Alkali Company**

*General Sales Department*

21 East 40th St. - - - New York City

Chicago Office: 1316 South Canal Street, Chicago, Ill.

*Works: Wyandotte, Mich.*

W  
whit  
mas

J.  
scou  
1.7c  
awa  
at 4  
lbs.  
Purc  
soap  
awa  
each.

So  
ash  
at 1.

Un  
met  
at 12

Co  
48,50  
vice,

C-I  
comp  
Grou

Re  
4,000  
Cir. 2

Jan  
scour  
maste  
Good  
scour

Arr  
soap f  
Hous

Ste  
lbs. w  
ter D

## CONTRACTS AWARDED

Windsor Soap Co. awarded 4,000 cakes white floating soap for Brooklyn Quartermaster Dept. at 3.18c cake.

J. Eavenson & Sons awarded 4,000 cakes scouring soap for Brooklyn Quartermaster at 1.7c each. Purdy & Stevens Supply Co. awarded 800 lbs. scouring soap for same place at 4.4c lb. James Good, Inc. awarded 3,250 lbs. scouring soap for same place at 4.8c lb. Purdy & Stevens Supply Co. awarded 3,000 lbs. soap powder at 4c lb. Windsor Soap Co. awarded 100 cakes white floating soap at 3.18c each.

Solvay Sales Corp. awarded 2,200 lbs. soda ash for Brooklyn Quartermaster Department at 1.94c lb.

Uncle Sam Chemical Co. awarded 180 pints metal polish for Brooklyn Quartermaster Dept. at 12c can.

Columbia Products Co., New York, awarded 48,500 lbs. soft soap for Wright Field Air Service, Cir. 47, at 4.97c lb.

C-It Products Co. awarded 1,500 lbs. cleaning compound for metal for Savanna Proving Grounds, Illinois, at 9.5c lb.

Reynold-Robson Co., Philadelphia, awarded 4,000 lbs. metal cleaner for Frankford Arsenal, Cir. 24, at 8.7c lb.

James S. Kirk & Co. awarded 6,000 cakes scouring soap for Fort Sam Houston Quartermaster Department at 3.26388c cake. James Good, Inc., Philadelphia, awarded 6,000 cakes scouring soap for same place at 6c each.

Armour & Co. awarded 80,000 lbs. laundry soap for Quartermaster Department, Fort Sam Houston, at 5.37c lb.

Stern & Maley Co., Chicago, awarded 2,000 lbs. washing powder for Chicago Quartermaster Department at 6.75c lb. Award 10,000 lbs.

chip soap to same firm for same place at 8.99c lb.; also 500 lbs. soap at 8.99c lb.

Swift & Co. awarded 10,000 lbs. powdered soap for Quartermaster Department, Chicago, at 9.59c lb. Also 1,000 lbs. soda to Sunshine Soda Co., Chicago, at 1.75c lb.

Procter & Gamble Distributing Co. awarded 320,000 lbs. laundry soap for Brooklyn Quartermaster Department at 4.97c lb. Also 6,000 lbs. issue soap to same company at same price for same place.

Purdy & Stevens Supply Co. awarded 60,000 lbs. grit scour for Quartermaster, Brooklyn, at 4.4c lb. Presto Company awarded 4,800 cans hand paste for same place at 5c can.

Continental Chemical Corp. awarded 24 quarts liquid insecticide for Brooklyn Quartermaster Department at 42c qt.

Hockwald Chemical Co., San Francisco, awarded quantity liquid soap for Fort Mason Quartermaster Department at 57c gal. Palmolive-Peet Co. awarded quantity laundry soap for same place at 4.18c lb. General Soap Co. awarded white floating soap at 3c lb. for same place. Golden Eagle Soap Co. awarded quantity soap powder for same place at 4.35c lb. Haas Bros. awarded quantity scouring soap for same place at 7.29c lb. and sal soda at 1.19c lb. John Rothschild & Co. awarded quantity toilet soap at 14.8c lb.

Windsor Soap Co. awarded 12,000 cakes white floating soap for Brooklyn Quartermaster Department at 3.18c each. Bristol-Myers Co. awarded 250 gals. liquid soap for same place at 34.8c gal.

B. T. Babbitt, Inc. awarded 96,000 cans lye for Quartermaster Department, Brooklyn, at 5.3c can.

R. M. Hollingshead Co. awarded 75,000 lbs. saddle soap for Quartermaster Dept., Brooklyn, at 9.4c lb.



WISE soap manufacturers do not buy merely "Cochin" coconut oil.

Instead, they specify "*Silver Seal Cochin.*"

Experience has taught them that they can depend on this Spencer Kellogg Premium product for quality and uniformity.

#### SPENCER KELLOGG AND SONS, Inc.

General Offices:  
Buffalo, N. Y.

New York Offices:  
Graybar Building

Crushing Plant:  
Manila, Philippine Islands

Refinery  
Edgewater, N. J.

*Sales Offices In All Principal Cities*

#### SPENCER KELLOGG COCONUT OILS:

Manila Raw  
Crystalite  
\*Silver Seal Cochin  
Edible  
Hydrogenated

*\*Recommended wherever  
a bleached and neutralized  
oil of uniform quality is  
demanded.*



#### Warehouse Stocks at:

Boston	Chicago
Baltimore	Cleveland
Detroit	Philadelphia
Kansas City	New York

Say you saw it in SOAP!



## RECORD OF TRADE-MARKS

The following trademarks were published in the August issues of the *Official Gazette* of the United States Patent Office in compliance with section 6 of the Act of Sept. 20, 1905 as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

### Trade-Marks Filed

**Lucien Lelong**—This in solid letters describing toilet and bath soaps and shaving soap. Filed by Lucien Lelong, Inc., New York, N. Y., Nov. 7, 1927. Claims use since December, 1924.

**Lucky Girl**—This in solid letters describing powdered soap, mechanic's soap, toilet soap and metal polish and auto top dressing and shaving solution. Filed by Federal Distributors, Inc., Portland, Ore., April 7, 1928. Claims use since Sept. 1, 1927.

**Maas' Cleanine**—This in solid letters describing dry-cleaning preparation for cleaning running boards and footboards of automobiles, clothing, woollens, etc. Filed by Albert G. Maas, Indianapolis, Ind., May 4, 1928. Claims use since February, 1920.

**Dew**—This in fancy letters describing deodorant. Filed by Geo. C. V. Fesler Co., St. Louis, Mo., June 16, 1928. Claims use since Mar. 1, 1912.

**Splendid**—This written above a shield, below which are written the words "excellent quality," describing silver polish, shoe polish, dry-cleaning paste, etc. Filed by Splendid Chemical Products Co., New York, N. Y., March 29, 1928. Claims use since about Jan. 1, 1927.

**Comet**—This in striped letters describing soap. Filed by Procter & Gamble Co., Cincinnati, Ohio, May 4, 1928. Claims use since November, 1911.

**Go-Go**—This in solid letters describing household cleaning compound. Filed by Celia A. Lucier, Chicago, Ill., June 14, 1928. Claims use since July 19, 1921.

**Radiant**—This in solid letters written across a picture of the sun describing household disinfectant. Filed by Midway Chem-

ical Co., Chicago, Ill., Sept. 6, 1927. Claims use since March 3, 1927.

**Yellow Menace**—This in solid letters describing insecticide. Filed by Florida Chemical Corp., Jacksonville, Fla., Nov. 17, 1927. Claims use since April 1, 1927.

**"Bon Soir" Bug**—This in solid letters over the picture of a bug and in a semi-circle, describing insecticides. Filed by Bon Soir Bug Co., Opelousas, La., April 23, 1928. Claims use since June 1925.

**Cenolin**—This in solid letters describing preparation for destroying moth and moth larvae. Filed by Cenol Co., Chicago, Ill., June 14, 1928. Claims use since February 1927.

**Ly-Lox**—This in solid letters describing insecticides. Filed by Commercial Petroleum Co., St. Joseph, Mo., June 20, 1928. Claims use since June 12, 1928.

**San-Tex**—This in solid letters describing deodorant and disinfectant. Filed by Continental Products Corp., Los Angeles, Calif., June 26, 1928. Claims use since Mar. 1, 1928.

**Killdust**—This in solid letters describing sweeping compound. Filed by Zimmer Sweeping Compound Co., Minneapolis, Minn., June 21, 1928. Claims use since Jan. 1, 1922.

**D.D.S.**—This in solid letters describing insecticide. Filed by Dallas Druggists Syndicate, Dallas, Tex. May 4, 1928. Claims use since Apr. 1, 1928.

**Konate**—This in solid letters describing demothing and moth-resisting compounds. Filed by American Cyanamid Co., New York, N. Y., June 9, 1928. Claims use since May 31, 1928.

**Crystal**—This in outline letters above a black triangular frame and the word "Crystal" also inside the triangle, describing metal polish cleaning compound. Filed by Crystal Chemicals, Inc., Pittsburgh, Pa., May 21, 1926. Claims use since April 1, 1926.

**Olivers Cleansing Soap**—The first word in outline letters and the second two in solid letters on a fancy background, describing soap. Filed by Nell Oliver, Portland,

**REAL LABOR SAVERS***with merit proven by years of service.**Especially designed for—*

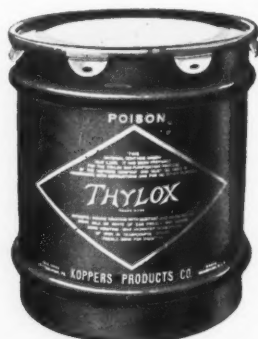
Auto Soaps                      Disinfectants  
 Mechanics Soaps              Liquid Soaps  
 Polishing Pastes              Shampoo Bases  
*and all other soft and specialty soaps.*



Stacking Drums  
 Bring Satisfaction  
**GAUGES:**  
 22—24 or 26



5 Gal. Oil Can



PATENTED—Sizes 2 to 12 Gallon

*Let Us Submit Samples and Quote***THE OHIO PAIL CO., Middlefield, O.**

Insure Safety  
 Cost No More  
 Conform to  
 I.C.C. Regulations



50 Lb. Grease Pail

**Fillers and Abrasives—***Buy Direct and Save!***POWDERS****SILICA SMOKE (Soft)***for Nail Polish, Tooth Paste,  
Gold—Silver—Glass Polish.***TRIPOLI (Velveteen Brand)***for Textile Soaps, Laundry  
Soaps, Cleaning Compounds  
for wood and metals.***SILEX (No. 68 Grade)***for Scouring Soap and Powders.***ASH (Volcanic)***for Hand Paste Soap, Me-  
chanics Soap.***EARTH (Infusorial)***for Insecticide Powders.***CLAY (Bentonite)***for Laundry Soaps.***PRECIPITATED CHALK***(Calcium Carb.)***DIATOMACEOUS EARTH***(Fullers Earth) (Kieselguhr)**for Neutralizing, Filtering,  
Bleaching, etc.**Quotations and Formulas on Request***TAMMS SILICA COMPANY**

Mines & Mills  
 Tamms, Ill.

30 No. La. Salle St.  
 Chicago, Illinois

**Say you saw it in SOAP!**

Oregon, June 16, 1928. Claims use since May 23, 1928.

**Flit**—This on a picture of the wrapper describing liquid cleansing compound and detergents for use on glass, porcelain, tile, etc. Filed by Stanco, Inc., Wilmington, Del. and New York, N. Y., June 25, 1928. Claims use since May 25, 1928.

**Fabco**—This on a solid back ground describing metal polishes. Filed by Frank A. Busse Co., Inc., Brooklyn, N. Y., June 28, 1928. Claims use since about Feb. 29, 1928.

**Savol**—This inside a circle with a design above and below it, describing soaps. Filed by M. & H. Co., Cleveland, Ohio, Feb. 24, 1928. Claims use since March 12, 1925.

**Helm's**—This in solid letters inside a wheel, describing metal polishes, sweeping compounds, pine-oil cleansers, etc. Filed by Helm Labs., New Orleans, La., Dec. 13, 1927. Claims use since Sept. 24, 1923.

**Little Valet**—This in solid letters describing liquid dry cleaner. Filed by Purity Chemical Products Co., Santa Rosa, Calif., Feb. 20, 1928. Claims use since Jan. 1, 1928.

**Frezo**—This in solid letters describing shaving cream. Filed by Frezo Labs., New York, N. Y., June 19, 1928. Claims use since Nov. 15, 1927.

**Annette's Perfect Cleanser**—This in solid letters describing dry-cleaning composition. Filed by Annette's Perfect Cleanser Co., Boston, Mass., June 30, 1928. Claims use since Apr. 22, 1927.

## Trade Marks Granted

**244,223**—Washing Powder which has Water-Softening Properties. The Limo Chemical Co., Decatur, Ind. Filed February 21, 1928. Serial No. 262,034. Published May 1, 1928.

**244,227**—Tooth Paste, Tooth Powder, Tooth Wash, Mouth Wash, Dental Floss, and Liquid Shampoo. The Lufrie Co., Inc., New York, N. Y. Filed February 18, 1928. Serial No. 261,888. Published May 8, 1928.

**244,229**—Liquid Soap or Soap Paste. D. T. Products Co., East McKeesport, Pa. Filed February 15, 1928. Serial No. 261,703. Published May 8, 1928.

**244,297**—Soap. Richard Hudnut, New York, N. Y. Filed March 14, 1928. Serial No. 263,153. Published May 8, 1928.

**244,301**—Powdered Laundry Soap. John R. Mitchell & Son, Inc., Brooklyn, N. Y. Filed March 10, 1928. Serial No. 263,250. Published May 8, 1928.

(Continued on Page 83)

## New Patents

Conducted by  
**LANCASTER & ALLWINE**  
Registered Attorneys

PATENT AND TRADEMARK CAUSES  
402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

No. 1,676,642, PROCESS FOR COMPOUNDING INGREDIENTS OF A CHEMICAL PAINT REMOVER, Patented July 10, 1928 by Otto L. Fluegel, of Birmingham, Michigan. A process for preparing a paint remover compound, by mixing tri-sodium phosphate and oxalic acid in water, making a thin cream thereof, also mixing hydrate of lime in water, making a thin cream thereof, then mixing the two compositions together, and adding thereto a thick starch cream made by adding cold water to the starch, at the same time rapidly agitating the combining compositions to prevent formation of starch globules therein, then prepare a mixture of caustic alkali and water and drop same quickly into the above resulting compound while the caustic mixture is boiling, stirring the whole mixture rapidly until the composition ceases boiling.

No. 1,677,044, WASHING COMPOUND, Patented July 10, 1928 by Thomas Moss, of Long Beach, California. A cleaning mixture consisting of: soap and sodium thiosulfate in substantially equal parts.

No. 1,676,905, COMBINED DISHWASHER AND SOAP HOLDER, Patented July 10, 1928 by Francis M. King, Sr., of Philadelphia, Pennsylvania. In a device of the character stated, a nozzle, a water supply conduit therefor, a perforated soap container pivotally mounted above said nozzle and adapted to be turned towards or away from said nozzle, and a handle for manipulating said nozzle and container.

No. 1,678,815, LIQUID CLEANING COMPOUND, Patented July 31, 1928 by Yoshitaro Katayama, San Bernardino, California. A composition of matter consisting of wild rhubarb root solution, 95%; cedar oil, 1%; and alum solution, 4%.

# MYSORE GOVERNMENT

## East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and  
Manufacturers of Perfumery Products*

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

***For your own protection, insist on  
Original Cans and Cases***

PACKED IN 100-LB. CASES—EACH CASE  
CONTAINS 4 25-LB. TINS  
SUPPLIED THROUGH YOUR JOBBER

## COX, ASPDEN & FLETCHER

*Sole Agents in U. S. A.*

26 CORTLANDT STREET  
PHONE—RECTOR 4586

NEW YORK CITY  
CABLE ADDRESS—COXASPEN, N. Y.

Say you saw it in SOAP!

## Market Report on ESSENTIAL OILS AND AROMATICS

(As of September 8, 1928.)

**N**EW YORK—Somewhat of a slowing down in demand for essential oils and perfuming materials was noted during the close of August and the first week of September. Such business as came into the market was subject to slightly keener competition among dealers than was noted a month ago. Although such price revisions as were made during the period were mostly fractional reduction, no broad change in the general level of prices was noted nor was any notable downward trend apparent. The trade looks for a resumption of more active demand in another week.

### OIL ANISE

This oil was one of the stronger spots of the market. The feeling was about that if any price change took place, it would be toward higher levels. This situation in China was indicated as very strong. Spot stocks were

strongly held at the close at 58c to 62c lb. for lead free oil.

### OIL BERGAMOT

The belief that the production of bergamot oil is going to be below normal has very effectively held the spot market strong in the face of absent demand. Inquiry for anything but small quantities has been lacking. Holders show no disposition to coax business by shading prices. Shipment position remains firm. Spot oil standard brands closed at \$5.00 lb. all the way to \$6.00 as to brand.

### OIL CASSIA

Demand for cassia has been slack and holders have shaded prices on one or two occasions to get business. The scarcity and tight situation noted two months ago seem to have definitely passed on. At the close, spot cassia commanded \$2.15 up to \$2.25 lb. as to seller.

### OIL CITRONELLA

Demand for citronella has been chiefly of



## Integrity & Organization Are Behind The D&O Label

Oil Geranium, Bourbon

Oil Geranium, Algerian

Oil Bergamot, Sanderson's

Oil Patchouly, D & O's

We derive PLEASURE IN SELL-  
ING—as you will derive BENE-  
FIT FROM USING these  
**NATURALLY PURE OILS**

## DODGE & OLCOTT COMPANY

87 Fulton Street      New York City

*The integrity of the house is reflected in the quality of its products*



# Merck's Methyl Salicylate

You know the reputation of Merck's Standard Chemicals. In the manufacture of soaps, or for any purpose for which Methyl Salicylate is employed—*use Merck's*

## MERCK & CO.

INC.

MANUFACTURING CHEMISTS

Philadelphia

New York

RAHWAY, N. J.

St. Louis

Montreal

## TERPINEOL — V. F.

Odor — Clean Refreshing — Lila-like

Color — Absolutely Water White

THE KIND YOU WILL PREFER

*Stocks in New York —*

## P. R. DREYER, INC.

26 CLIFF STREET - - - - - NEW YORK

*Sole U. S. Agents for*



# VANILLIN-FABRIK

G.M.  
B.H.

## HAMBURG-BILLBROOK

TELEGR.: ADR.: VANILLINFABRIK • TEL.: SAMMELNUMMER D8 3432



Say you saw it in SOAP!

a jobbing character. Large quantity inquiry from consumers has been limited. Stocks on spot continue large but in strong hands. Prices unchanged at 41c to 44c lb. for Ceylon in spot drums and 2c higher for cans. Java held at 48c to 50c lb. drums.

#### OIL CLOVES

As the previous tight situation in the spice has eased off somewhat, the tendency of the oil position to soften is noted. Some holders were quoting lower prices down to \$1.75 with others at \$1.80 at the close.

#### OIL GERANIUM

Primary markets were both up and down again during the period. One rise was reported from 210 to 260 francs kilo for shipment of Bourbon. On spot, demand has remained quiet and prices have held at previous levels, \$4.00 to \$4.75 for Bourbon and \$3.50 to \$4.00 lb. for African.

#### OIL LAVENDER

Indications at this time are that a good production of lavender of high quality will be noted this year. Prices show no change as yet on spot although some shading on prospects of lower shipment have been noted. Spot as to seller and oil, from \$2.70 all the way to \$4.00 lb.

#### OIL PEPPERMINT

With the producing season about at an end, the attitude of the Mid West denotes confidence in the market and the little likelihood of lower prices. In fact, at the close prices were 25c over those of a month ago. Closed at \$3.25 up for natural and \$3.50 for redistilled.

#### MISCELLANEOUS

A wide interest is reported in amyl cinnamic aldehyde for jasmin soap odors and a growing use of this product. Prices run from \$5.75 lb. all the way to \$12.00 as to seller. Better stocks of patchouli are still noted at \$5.70 to \$6.25 spot for soap. Lemon and orange still high and firm, but in limited demand.

American Metal Cap Co., Brooklyn, manufacturers of Amerseal metal caps, have issued a booklet entitled "Glass-Packed Products from the Consumer's Point of View", detailing the results of a survey conducted to determine the average housewife's preference in closures. To complete the survey, 46 investigators, in 29 States, interviewed and obtained opinions from 8,028 women. The results, as set forth in the booklet, should interest users of closures. Copies of the pamphlet may be obtained from the company on request.

## Essential Oils - Aromatic Chemicals for Perfumers and Soapmakers

### LAVENDER OIL

New crops of Lavender are now being marketed, and we would be pleased to send samples and quotations on your requirements.

### Benzylacetate F. F. C.

### FLOSAL

An original chemical product, especially interesting to Soapmakers because of its stability, low price and high odor value.

## BENJ. FRENCH, INC.

160 FIFTH AVENUE

NEW YORK

Agents for  
Descollonges Freres  
Lyons, France

Agents for  
Pilar Freres  
Grasse, France

# "COLUMBIA BRAND"

**Caustic  
Soda**

Solid - Flake  
Ground - Liquid



**Soda  
Ash**

Light - Dense

## Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

---

### Quality -- Service

---

*Address all communications to*

**THE ISAAC WINKLER & BRO. CO.**

*Sole Agents*

FIRST NATIONAL BANK BLDG.  
CINCINNATI, OHIO

50 BROAD STREET  
NEW YORK

Say you saw it in SOAP!

## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of September 8, 1928)

**N**EW YORK—Little change in the general situation in the market for chemical raw materials was noted during the month. With the passing of summer, expansion in demand for spot parcels of chemicals was noted. Prices were about the same as last month although competition for new business coming into the market was quite keen. General industrial activity is reflected in the continued heavy call for contract shipments of basic materials.

### ALKALIES

A continuation of heavy consumption of soda ash and caustic soda in the chief consuming industries is reported with contract shipments going forward in all directions in full volume. Of course, production in the United States is greater perhaps than at any time in history, but with steadily expanding usage and broadening exports, a balance is apparently being well

maintained by producers. Consumers are already looking to the possibilities of price schedule revision one way or the other for 1929. All prices, cars or less, unchanged on present schedules.

### ROSINS

The summary of all reports for the month shows that accumulation of stocks of rosin at the marketing centers has been greater than shipments. Receipts from producing centers have continued heavy and have been larger than total shipments. Prices for rosins during the month lost ground slightly as might be expected under the circumstances, and closed spot at: B, \$9.25; H, \$9.40; N, \$9.55; WG, \$10.35; WW, \$10.90. Wood rosin at works, \$6.75 bbl.

### GLYCERIN

Although there were reported sales during the period under 12c for dynamite, early September saw several large sales at higher prices

## **THE NEWPORT PRODUCTS**

*for  
soap  
makers*

### **TETRALIN and HEXALIN**

**Hydrogenated Coal Tar Bases with  
High Boiling Points and  
Better Dissolving Properties**

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



**The Newport Chemical Works, Inc.  
Passaic, New Jersey**

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.



## DIAMOND ALKALIES

### Include

- 58% Soda Ash
- 76% Caustic Soda
- Bicarbonate of Soda
- Laundry Soda
- Cleaner and Cleanser
- Special Alkali

## Diamond Alkalies Please The Most Critical Buyer—

—for the reason that the most critical standards of quality are constantly maintained in the manufacture of Diamond Alkalies from raw materials to finished product.

If you are particularly exacting in the selection of your alkalies try Diamond Brand Alkalies—they always please the most critical buyer.

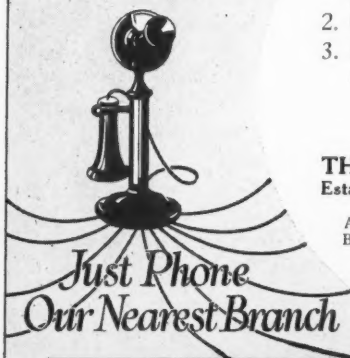
## Diamond Alkali Co.

Pittsburgh, Pa., and Everywhere



# For TRI SODIUM PHOSPHATE

A BETTER Source  
of Supply



Just Phone  
Our Nearest Branch

The 18 Grasselli branches and warehouses offer you—

1. More convenient proximity.
2. Quicker delivery.
3. Economy of freight rate.
4. Larger stocks, hence complete shipments.
5. Quality backed by a chemical reputation of 89 years.

Try Grasselli on your next order for  
TRI SODIUM PHOSPHATE

**THE GRASSELLI CHEMICAL COMPANY**  
Established 1839 CLEVELAND, OHIO

#### Branches and Warehouses

Albany  
Birmingham

Cincinnati  
Detroit  
Milwaukee  
New Haven  
New Orleans  
New York

Boston  
Brooklyn

Charlotte, N. C.  
Chicago

Paterson  
Philadelphia  
Pittsburgh  
St. Louis  
St. Paul

# GRASSELLI GRADE

*A Standard Held High for 89 Years*



and refiners immediately moved all quotations up. Much of the surplus stocks noted six months ago have been quietly moved and excess supplies are now reported cut down sharply. This may account for the bullish attitude of sellers who have fixed quotations at 12¼c and 12½c and are refusing to shade. The market looks upward. The anti-freeze demand is still a problematical factor.

#### COAL TAR PRODUCTS

The tight situation in naphthalene was relieved during the month by heavy imports of cheap crude and better stocks of refined flakes and balls. The price remained at 5c and 6c unchanged, but premiums for spot goods had disappeared. Cresylic acid was firm and quiet with demand steady. Price were unchanged. Demand for tar acid oil and creosote oils remained active and steady.

#### MISCELLANEOUS PRODUCTS

Insect powder and flowers continue in strong position with demand active. Prices are maintained at 40c up to 45c lb. by millers. Primary markets continue strong and bullish. Trisodium phosphate continues in active demand from all quarters with prices unchanged. The volume of this product is increasing steadily in cleaning and washing compounds.

Darco Sales Corp., New York, decolorizing carbon producers, have applied for an investigation with a view to securing an increase in decolorizing carbon duties. A preliminary study, by the Tariff Commission, revealed that imports totaled over a million pounds, last year, most of the goods having come from Holland.

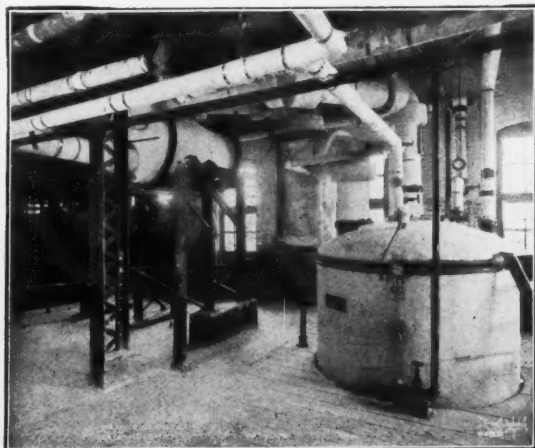
Johnson Automatic Sealer Co., Battle Creek, Mich., makers of packaging machinery, have issued a booklet entitled "Keep Your Competition Down—and Your Packaging Efficiency Up," in which the firm's wax wrapping machine is featured. The folder contains complete specification, engineering data, etc.

The first issue of the *Soap Trade Review*, published at 148 Fleet St., London, E.C.4, has been mailed to the trade. The first number consisted of 36 pages, standard size, and contained general comment by the Editors, news, shorts subjects and an interesting article, with illustrations, on the history of Yardley & Co., British soap house. Included among the technical articles and notes, was a study of the "Microscopical Phenomena in the Hydrolysis of Soap," by James Scott, F.R.S.A.



## GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.



The outstanding features of the WURSTER & SANGER process and equipment are:

1. Highest yield of distilled glycerine.
2. Highest percentage of finished glycerine obtained on direct distillation, eliminating rehandling and losses.
3. Lowest steam consumption.
4. Extreme simplicity of operation.
5. Compactness of the plant.
6. Low operating costs.

**New Plants Designed—**

**Old Plants Remodeled**

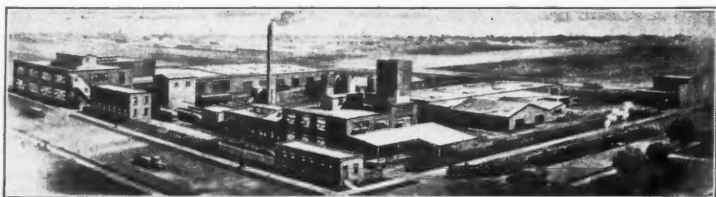
#### Complete Plants for

Crude, Dynamite and C. P. Glycerine  
Laundry, Toilet and Liquid Soaps  
Spray-Process Soap Powder  
Fatty Acid Distillation  
Fat Splitting, Stearic Acid and Red Oil  
Refining of Fats and Oils  
Hydrogenation of Oils

**WURSTER & SANGER, INC.**

5201 Kenwood Avenue  
Chicago

*Buy direct from the Manufacturer!*



## **Vegetable Oils — Fatty Acids**

**CORN — COCONUT — COTTONSEED — PEANUT  
and PALM KERNEL**

There are numberless obvious advantages in buying your raw materials direct from the manufacturer. Not the least lies in our ability to handle our customers' orders promptly at all times. Over fifty years' experience in this business means that the oils and fatty acids will be right in quality and price.

What are your needs?

**Barrels, Drums or Tank Cars**

**Spot or Shipment**

**C. F. SIMONIN'S SONS, INC.**

*Established 1876*

**TIOGA and BELGRADE STREETS - PHILADELPHIA**

## **PALM OIL**

**SOFTS**

**MEDIUMS**

**HARDS**

*Bulk or Packages*

Direct importations from our own  
Produce Stations in the Oil  
Palm Districts of West Africa.

**Palm Kernel Oil**

*Crushed and Extracted*

**Bulk and Packages**

*Direct Importers of  
Sumatra and Malay*

**Palm Oil**

*Rice Oil — Sheanut Oil — Sun Flower*

*Oil — Soya Bean Oil — Sesame Oil*

**AFRICAN & EASTERN TRADING CO., Inc.**

**8-10 Bridge Street**

**New York**

Say you saw it in SOAP!

## Market Report on TALLOW, GREASES AND OILS

(Written Aug. 11, 1928)

**N**EW YORK—Conditions in the vegetable oil, tallow and grease markets have undergone a considerable improvement, during the period closing. The trade generally reports a much more satisfactory state of affairs, with buyers increasing their activity on most every side. A few items have remained unaffected by the resumption of interest, but most of the list has been in good demand. Cottonseed oil is higher, on lower crop reports than had been generally expected. Coconut oil is quiet and unchanged. Palm oil has advanced. Olive oil foots and olive oil are selling at the same prices and are firmly maintaining their positions. Palm kernel oil is in routine demand at unchanged price levels.

### COTTONSEED OIL

The last Government crop report, estimating

the current crop at 14,439,000 bales, while about a million and a half bales above the preceding report, issued Aug. 8, still fell short of trade estimates, resulting in a substantial price advance. Crude oil is up to  $8\frac{1}{2}$ c, inside, ranging to  $8\frac{3}{4}$ c with P.S.Y. advanced to a last inside of  $10\frac{1}{4}$ c. The range on the latter is to  $10\frac{3}{4}$ c, according to position.

### TALLOW

Higher cottonseed oil prices, better demand and a general lessening of sales offers have combined to force the price of city extra up to  $8\frac{3}{4}$ c, with fancy goods up to 9c, inside. Sales have been good, especially during the latter part of the closing period.

### COCONUT OIL

There has been little change in this market, prices being in the same position occupied last month. Coast tanks are selling at  $7\frac{7}{8}$ c, with

## Stearic Acid

*Double and Triple Pressed—  
Cakes and Powder*

Especially suitable for use in the manufacture of shaving creams, textile soaps, metal polishes, textile specialties and related products.

Large production insures the uniformity of Emery stearic acid and is your guarantee that we can meet your demands for quality and service day in and day out. May we quote on your next requirements?

## Red Oil

*Regular Elaine — Olive Elaine  
Special Olive Elaine — Single and  
Double Pressed Saponified—Fatty  
Acids*

Special Olive Elaine is recommended by the N. A. D. C. for use in dry cleaning soaps. Emery Elaines will improve your soaps, polishes and similar products. Our Saponified and Distilled oils are the standards for the industry.

These oils run absolutely uniform, with an unusually low percentage of unsaponifiable material. Shipments can be made on short notice, from warehouse stocks located throughout the country.

## EMERY INDUSTRIES, INC.

formerly  
The Emery Candle Company  
Cincinnati Ohio

New York Office - Woolworth Building - Phone Whitehall 1348-9

Stocks carried in principal American cities



Representatives in leading foreign countries.

*The World's Largest Manufacturers of Stearic and Oleic Acids*

# FREY & HORGAN

25 BEAVER STREET

NEW YORK

Telephones - Hanover 5527-28-29

Cable Address "Freyhorgan"

## Vegetable Oils - Tallow - Greases

Coconut Oil

Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

## Let us manufacture your SOAP, SOAP POWDER and ALKALI POWDER COMBINATIONS

In a factory, completely equipped for large quantity production, we protect or develop your own formula. Central location assures low freight rates to all major distributing points. We absolutely guarantee speed, economy, uniformity and quality.

*a new and improved patented process is also available—*

## "SPRAY TOWER"

*Lowers operating costs!*

This new process, American Patent Rights controlled by us, lowers inventory requirements on account of speedy conversion of raw materials. It is specially applicable for production of free-running, non-caking powders. Simple and accurate control without special technical knowledge.

Inquiries solicited from reliable concerns; exclusive license of Patent Rights considered for use of Process in separate fields.

Address "Gold-Par," Produce Exchange Bldg., New York

Phone—Bowling Green 4724

## WELCH, HOLME & CLARK CO.

563 GREENWICH STREET

NEW YORK CITY

## Vegetable Oils

Olive Oil

Palm Oil

Cottonseed Oil

Olive Oil Foots

Palm Kernel Oil

Cocoanut Oil

Say you saw it in SOAP!

spot tanks inside at  $8\frac{1}{4}$ c. Offerings are reported as ample, with buyers showing less than a normal amount of interest.

#### PALM OIL

An improved demand, coupled with a general scarcity of spot goods caused an increase in palm oil prices during the past month. Spot lagos is named between  $8\frac{1}{4}$ c and  $8\frac{1}{2}$ c, shipment oil being  $3\frac{1}{2}$ c lower. Spot Niger has advanced to  $7\frac{3}{4}$ c, inside, with futures up to  $7\frac{1}{2}$ c. A boat load of oil, destined for this country, carrying 3,000 tons of material, sunk during the latter part of August, this having had considerable to do with the spot scarcity and resultant higher quotations.

#### OLIVE OIL FOOTS

Spot oil is selling unchanged at  $10\frac{1}{2}$ c. Shipment material is offered at the same price. Cables from producers are asking 11c. Demand continues fair.

#### OLIVE OIL

The situation is unchanged, with prices remaining at \$1.35, inside. Offerings are limited.

#### PALM KERNEL OIL

Not particularly active, even though competing materials have moved up. Price the same as last month,  $8\frac{1}{4}$ c in bulk and  $8\frac{1}{2}$ c in tank cars.

More crude cottonseed oil was on hand, July 31, than at the same time last year, while smaller quantities of refined goods were available, according to recent Government figures, in part as follows:

Item	Season	On hand Aug. 1	Produced Aug. 1 to July 31	On hand July 31
Crude oil, U. S.	1927-8	16,296,641	1,476,535,672	19,456,834
	1926-7	8,280,561	1,887,910,155	16,296,641
Refined oil, U. S.	1927-8	378,612,700	1,311,509,019	335,405,666
	1926-7	145,670,884	1,656,478,187	378,612,700

A new liquid household insecticide, "Mor", of local manufacture, has recently made its appearance on the Sao Paulo, Brazil, market, according to a report from the Department of Commerce. The sprayer, sold with the new insecticide is also made in Sao Paulo. It retails at the same price asked for a popular American brand, which has been well established throughout Brazil for some time. Other foreign and domestic powders and liquids are also available, such as "Po Azul," also made in Sao Paulo, selling for about 30 cents a packet of 250 grams; a German powder, "Pyreto," selling for \$1.45 per kilo; another German powder, "Pereat," selling at 36 cents for about a quarter of a pound; an Italian liquid, "Zamparina" at 30 cents for a quarter pound tin, and a German liquid, "Lysaton," selling at 36 cents a quarter pound tin.

## Vegetable Oils

Olive Oil Foots  
Palm Kernel Oil

Corn Oil  
Coconut Oil

Cottonseed Soap Stock  
Corn Oil Soap Stock

Domestic and Oriental Soya Bean Oil

FISH OILS - GLYCERIN - VEGETABLE TALLOW

**ROESLING, MONROE & CO.**

25 Broadway  
New York

327 S. LaSalle St.  
Chicago

52 California St.  
San Francisco

## WILSON BROKERAGE, INC.

"STRICTLY BROKERAGE"

## Tallow - Greases - Oils

Tel.: Bowling Green 4159

429 Produce Exchange

New York, N. Y.

*Sole American Agents for the*  
**WORLD'S LARGEST PUMICE STONE MILL**

Soc. An. Italiana Saltalamacchia, Dietrich & Cie

*Producers of*

**Pure Italian  
 PUMICE STONE**

*All Grades*

*Barrels or Carloads*

*Send your next inquiries to us!*

**M. A. BOET COMPANY**  
 INCORPORATED

150 Nassau Street

New York



*Emphasizing quality*

**CAUSTIC POTASH**

*(Flaked, solid or liquid)*

**CAUSTIC SODA**

*(Flaked, solid or liquid)*

**PARADICHLOROBENZENE**

**NIAGARA ALKALI COMPANY**

**9 EAST 41ST ST**

**NEW YORK CITY**

**PLANT: Niagara Falls, N.Y.**

*Associated  
 with  
 Electro  
 Bleaching Gas  
 Company  
 Pioneer  
 Manufacturer  
 of  
 Liquid Chlorine*

**Joseph Turner  
 & Co.  
 Sales Agents for  
 Caustic Soda  
 and Bleach  
 19 Cedar St  
 New York**

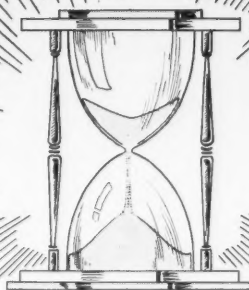


## CURRENT PRICE QUOTATIONS

### Chemicals

Acetone, C. P., drums.....lb.	.13	.14	Glycerin, C. P. drums.....lb.	.15	.15½
Acid, Boric, bbls.....lb.	.08¼	.08½	Dynamite, drums.....lb.	.12½	.12¾
Cresylic, 95%, dk., drums.....gal.	.71	.73	Saponification, tanks.....lb.	.08¼	.08½
97-97%, pale, drums.....gal.	.73	.75	Soaps, Lye, tanks.....lb.	.07½	.07¾
Formic, 85%, tech.....lb.	.11	.12	Hexalin, drums.....lb.	—	.60
Oxalic, bbls.....lb.	.11	.14	Kieselguhr, bags.....ton	65.00	75.00
Salicylic, tech.....lb.	.37	.40	Lanolin, see Adeps Lanae.		
Sulfurous, 6% cbys.....lb.	.06	.07	Lime, live, bbls.....100 lb.	1.10	1.20
Adeps Lanae, hydrous, bbls.....lb.	.14	.16	Menthol cases.....lb.	5.00	5.25
Anhydrous, bbls.....lb.	.15	.17	Synthetic.....lb.	3.00	3.25
Alcohol, Ethyl, U. S. P., bbls.....gal.	2.75	3.00	Mercury Bichloride, kegs.....lb.	1.65	1.80
Complete Denat., No. 5, drums ext. gal.	.43	.45	Naphthalene, ref. flakes, bbls.....lb.	.05	.06
Alum, potash, lump, lb.....lb.	.02¾	.03½	Nitrobenzene (Myrbane) drums.....lb.	.09	.12
Ammonia Water, 26 deg., drums wks.....lb.	.03½	.04	Paradichlorobenzene, bbls.....lb.	.16	.19
Ammonium Carbonate, tech., bbls.....lb.	.08¾	.13	Paraformaldehyde, cases.....lb.	.40	.42
Bay Rum, Porto Rico, denat., bbls.....gal.	.85	.90	Petrolatum, bbls. (as to color).....lb.	.04	.09
St. Thomas, bbls.....gal.	.85	.90	Phenol, (Carbolic Acid), drums.....lb.	.14	.16
Domestic, bbls.....lb.	.70	.80	Pine Oil, bbls.....gal.	.66	.67
Benzaldehyde, U. S. P.....lb.	1.15	1.25	Potash, Caustic, drums.....lb.	.07½	.07¾
Technical.....lb.	.60	.65	Potassium Bichromate, casks.....lb.	.08½	.09
Bleaching, Powder, drums.....100 lb.	2.00	2.50	Pumice Stone, powd.....100 lb.	2.00	3.00
Borax, pd., cryst., bbls., kgs.....lb.	.04½	.05	Rosins (600 lb. bbls. gross for net)—		
Carbon Bisulphide, drums.....lb.	.05	.06	Grade B to H, basis 280 lb.....lb.	9.25	9.40
Carbon Tetrachloride.....lb.	.06¼	.07½	Grade K to N.....lb.	9.45	9.55
Caustic, see Soda Caustic, Potash Caustic			Grade WG and WW.....lb.	10.35	10.90
China Clay, filler.....ton	15.00	30.00	Wood, works.....lb.	—	6.75
Cresol, U. S. P., drums.....lb.	.14	.17	Rotten Stone, powd., bbls.....lb.	.02½	.05
Cresote Oil, drums.....gal.	.14	.16	Silica, Ref., floated.....ton	20.00	30.00
Formaldehyde, bbls.....gal.	.08½	.09	Soda Ash, Contract, wks., bags.....100 lb.	1.38	1.50
Fullers Earth, bags.....lb.	.01¾	.02	Five bbls., up, local.....100 lb.	2.29	2.50
			Soap, Mottled 40 lb. box.....lb.	.15	.18
			Powdered White, U. S. P.....lb.	.29	.30
			Green, U. S. P.....lb.	.07	.07½
			Whale Oil, bbls.....lb.	.04½	.05

**· Na<sub>3</sub>PO<sub>4</sub> · 12H<sub>2</sub>O ·**



Na<sub>3</sub>PO<sub>4</sub>12H<sub>2</sub>O is the symbol for all trisodium phosphate. Similarly the name VICTOR has come to be recognized as the symbol for T. S. P. of unusual quality, because of its exceptional free flowing properties.

This remarkable characteristic, plus uniform crystallization and brilliant color, have made VICTOR T. S. P. the outstanding favorite. Ample stocks at convenient centers assure low delivered cost. Place your next order with VICTOR.

## VICTOR CHEMICAL WORKS

CHICAGO

Nashville

New York

St. Louis

**Palm Oil**

Plantation  
Lagos and Softs  
Semis and Niger

**Palm Kernel Oil**

Average Analysis  
f.f.a. - 3.60  
2.5 red - 30 yellow

Deliveries in all positions

in

BULK, TANK CARS, DRUMS and BARRELS

**THE NIGER COMPANY, INC.**

82 BEAVER STREET

NEW YORK

*Agents for*

British Oil & Cake Mills, Ltd., Hull, England

*Chemicals and Soapmakers' Supplies*

CRUDE AND REFINED GLYCERINE  
OLIVE OIL FOOTS                      CAUSTIC POTASH  
EMPTY DRUMS                          OLIVE OIL  
FATS, GREASES AND OILS

**PARSONS & PETIT**

ESTABLISHED 1857

63 BEAVER STREET - NEW YORK

*Distributors for*

DIAMOND ALKALI CO.

Caustic Soda

Soda Ash

*Agents for*

EMIL FOG & FIGLI  
MESSINA ITALY

Essential Oils

Soda Caustic, Contract, wks. sld.	100 lb.	2.90	3.10
Five drums up, solid, local	100 lb.	3.66	3.80
Five drums up, grnd. flk.	100 lb.	4.31	4.55
Soda Sal. bbls.	100 lb.	.90	1.00
Soda Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	13.00 ton	13.00	20.00
Sodium Fluoride, bbls.	100 lb.	.08 $\frac{3}{4}$	.09 $\frac{1}{2}$
Sodium Hydrosulphite, bbls.	100 lb.	.26	.28
Sodium Phosphate, bbls.	100 lb.	.04	.05
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drum	100 lb.	.75	1.20
Drums, 60 deg., wks.	100 lb.	1.65	1.90
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.29
Zinc Oxide, lead free	lb.	.07	.08
Zinc Stearate, bbls.	100 lb.	.18	.18 $\frac{1}{2}$

**Oils—Fats—Greases**

Castor, No. 1, bbls.	100 lb.	.14 $\frac{1}{4}$	.14 $\frac{1}{4}$
No. 3, bbls.	100 lb.	.13 $\frac{3}{4}$	.14
Coconut, tanks, N. Y.	100 lb.	—	.08 $\frac{1}{2}$
Tanks, Coast	100 lb.	—	.07 $\frac{3}{4}$
Fatty acids, mill, tanks	100 lb.	—	—
Cod, Newfoundland, bbls.	gal.	.66	.67
Copra, bags, Coast	100 lb.	—	.04 $\frac{3}{4}$
Corn, tank, mills	100 lb.	—	.08 $\frac{3}{4}$
Bbls., N. Y.	100 lb.	—	.10
Fatty acid	100 lb.	—	.08 $\frac{3}{4}$
Cottonseed, crude, tanks mill	100 lb.	.08 $\frac{1}{2}$	.08 $\frac{3}{4}$
PSY	100 lb.	.10 $\frac{1}{4}$	.10 $\frac{1}{2}$
Fatty Acids, mill, bbls.	100 lb.	—	.08 $\frac{3}{4}$
Degras, Amer., bbls.	100 lb.	.04 $\frac{1}{2}$	.06
English, bbls.	100 lb.	.05 $\frac{3}{4}$	.05 $\frac{3}{4}$
German, bbls.	100 lb.	.04	.04 $\frac{1}{2}$
Neutral, bbls.	100 lb.	.07 $\frac{1}{4}$	.09 $\frac{1}{2}$
Greases, choice white, bbls., N. Y.	100 lb.	.07 $\frac{1}{2}$	.09 $\frac{1}{2}$
Yellow	100 lb.	—	.07 $\frac{1}{2}$
Brown	100 lb.	—	.07 $\frac{1}{4}$
House	100 lb.	—	.07 $\frac{1}{2}$
Bone Naptha	100 lb.	—	.07 $\frac{1}{2}$
Lard, prime steam, tierces	100 lb.	—	.13 $\frac{1}{4}$
Compound tierces	100 lb.	—	.11 $\frac{3}{4}$

Lard Oil, edible prime	100 lb.	—	.16
Extra, bbls.	100 lb.	—	.12 $\frac{1}{2}$
Extra, No. 1 bbls.	100 lb.	—	.12 $\frac{1}{4}$
No. 2, bbls.	100 lb.	—	.11 $\frac{3}{4}$
Linseed, raw, bbls., spot	100 lb.	.09 $\frac{7}{8}$	.11
Tanks, raw	100 lb.	.09	.09 $\frac{1}{4}$
Boiled, 5 bbl. lots	100 lb.	—	.11 $\frac{1}{4}$
Menhaden, Crude, tanks, Balt.	gal.	.41	.42 $\frac{1}{2}$
Light pressed, bbls.	gal.	.62	.63
Yellow, bleached, bbls.	gal.	.65	.66
Extra bleached, bbls.	gal.	.67	.68
Oleo Oil, No. 1, bbls., N. Y.	100 lb.	—	.13 $\frac{1}{2}$
No. 2, bbl., N. Y.	100 lb.	—	.12 $\frac{1}{2}$
No. 3, bbls., N. Y.	100 lb.	—	.11 $\frac{1}{4}$
Olive, denatured, bbls., N. Y.	gal.	1.35	1.40
Shipments	gal.	1.35	1.40
Foots, bbls., N. Y.	100 lb.	.10 $\frac{1}{2}$	.10 $\frac{1}{2}$
Shipments	100 lb.	—	—
Palm, Lagos, casks spot	100 lb.	—	.08 $\frac{1}{4}$
Shipments	100 lb.	—	.07 $\frac{3}{4}$
Niger casks, spot	100 lb.	—	.07 $\frac{1}{2}$
Shipments	100 lb.	—	.07 $\frac{1}{2}$
Palm Kernel, pkgs.	100 lb.	.09 $\frac{1}{2}$	.10
Tank cars	100 lb.	—	.08 $\frac{1}{4}$
Peanut, refined, bbls., N. Y.	100 lb.	—	.13 $\frac{1}{4}$
Crude, bbls., N. Y.	100 lb.	—	.12
Red Oil, distilled, bbls.	100 lb.	.09 $\frac{1}{2}$	.10 $\frac{1}{4}$
Saponified, bbls.	100 lb.	.10	.10 $\frac{1}{2}$
Tanks	100 lb.	—	.09
Soya Bean, crude fls., Pacific Coast	100 lb.	.09 $\frac{1}{4}$	.09 $\frac{3}{4}$
Crude, bbls., N. Y.	100 lb.	.12 $\frac{1}{4}$	.12 $\frac{1}{2}$
Refined, bbls., N. Y.	100 lb.	.13 $\frac{1}{4}$	.13 $\frac{1}{2}$
Stearic Acid	100 lb.	—	—
Double Pressed	100 lb.	.13	.13 $\frac{1}{2}$
Triple pressed, bgs.	100 lb.	.16	.16 $\frac{1}{2}$
Stearine oleo, bbls.	100 lb.	.10 $\frac{1}{4}$	.10 $\frac{3}{4}$
Tallow, fancy, f. o. b. plant	100 lb.	—	.09
City, extra loose, f. o. b. plant	100 lb.	—	.08 $\frac{3}{4}$
Tallow oils, acidless, tanks, N.Y.	100 lb.	—	.11 $\frac{1}{2}$
Bbls., c/l, N. Y.	100 lb.	—	.11 $\frac{3}{4}$
Whale, nat. winter, bbls., N. Y.	100 lb.	—	.78
Blehd., winter, bbls., N. Y.	gal.	—	.80
Extra blehd., bbls., N. Y.	gal.	—	.82

## Diamond G Standard

# CRUDE CORN OIL

*If you require a pure filtered light colored oil—at the same price you are now paying for ordinary crude—get in touch with us for samples and prices*

Refined Soft Soap Oil  
Corn Oil No. 2  
Corn Oil Fatty Acid  
Edible Coconut Oil  
Cochin Type Coconut Oil  
White Ceylon Grade Coconut Oil  
Coconut Oil Fatty Acid  
Soya Bean Oil Fatty Acid

Refined Palm Kernel Oil  
Palm Kernel Oil  
Mustard Seed Oil  
Peanut Oil Fatty Acid  
Cottonseed Oil  
Diamond "G" Bleached Beeswax  
Purit Decolorizing Carbon  
English China Clay "AA" Grade Bolted

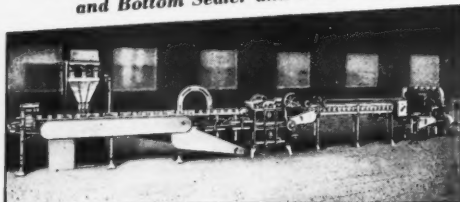
## THE GLIDDEN FOOD PRODUCTS CO.

*Vegetable Oil Refineries*

2670 ELSTON AVE., CHICAGO  
Armitage 1690

82 WALL ST., NEW YORK  
Hanover 3422

Net Weight Scale, Combination Top  
and Bottom Sealer and Wax Wrapper.



## POINT 8

Units for Small  
As Well As Large  
Manufacturers!

**I**F YOU pack but 10,000 cartons a day you can profitably use JOHNSON Automatic PACKAGING MACHINERY.

Production economies must be carefully provided for by the small manufacturer to meet competition with a daily output of hundreds of thousands of packages.

### THE 10 POINT Line

- 1 Fitted to Your Plant Requirements!
- 2 All Parts Made in Our Own Plant!
- 3 Modern Design, and Constantly Kept So!
- 4 Same-day shipment of your parts and orders!
- 5 Speed with Accuracy, Safety & Efficiency!
- 6 Progressive, Straight Line, YET Flexible Packaging!
- 7 Fully Automatic in Operation — Labor Costs Practically Nil!
- 8 Units for small as well as large manufacturers!
- 9
- 10

where they have solved the most puzzling of packaging problems.

Let them work out a plan and proposal for your specific plant need. It entails no obligation until you accept it.

The JOHNSON Automatic WAX WRAPPER (as illustrated) is proving most successful in the use of wax or glassine wrappers.

*May we send you descriptive circulars and catalog?*

JOHNSON AUTOMATIC SEALER CO., Ltd.

Battle Creek, Mich., U. S. A.

NEW YORK  
30 Church Street

CHICAGO  
228 No. La Salle St.

**JOHNSON**  
AUTOMATIC PACKAGING MACHINERY

...sales: Bot-  
tom and Top  
Sealing Lin-  
ing Mach-  
ines, Wrap-  
pers (Wax &  
Glassine)

## HYDROGENATED OIL

*for the Soapmaker*

**D**EVELOPMENTS in the methods of Hydrogenation of Fish Oils have opened up a new supply of high melting point fats for the use of the soapmaker.

By means of proper pretreatment of the oil before hydrogenation, oils with a free fatty acid content ranging up to 2½% may be hydrogenated without the usual caustic soda refining, thus eliminating the refining loss and the problem of the disposal of the foots. Recent developments in the production of hydrogen gas now make it possible to hydrogenate Fish Oil to a titre of 35-40° C. at a cost of ½ to ¾ cent per pound, depending upon the size of the installation.

William Garrigue & Company, Inc. collaborate in the installation of Oil Hydrogenation Equipment with a firm which has installed a large number of Hydrogenation Plants, all of which are operating successfully, and are therefore in position to offer their clients the benefits of long experience both in plant design and operation.

We will be pleased to submit estimates on equipment of this type.

**WM. GARRIGUE & CO., Inc.**  
9 S. CLINTON ST. CHICAGO

COMPLETE INSTALLATIONS  
FOR

OIL HYDROGENATION

GLYCERINE RECOVERY

GLYCERINE DISTILLATION

FATTY ACIDS DISTILLATION

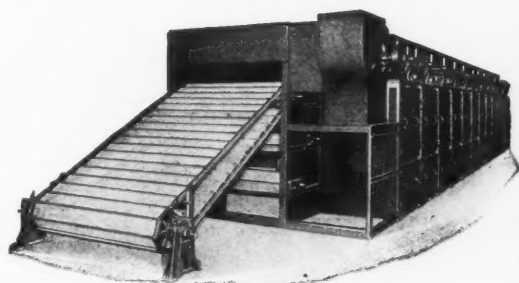
OIL REFINING AND BLEACHING

**Essential Oils**

Almond, Bitter, U. S. P. ....lb.	2.75	3.25
Bitter, F. F. P. A. ....lb.	3.00	3.75
Sweet, ....lb.	.70	.75
Apricot, Kernel, cans ....lb.	.45	.50
Anise, cans ....lb.	—	—
U. S. P., cans ....lb.	.58	.60
Bay, tins ....lb.	1.75	1.90
Bergamot, coppers ....lb.	5.00	6.00
Artificial ....lb.	2.50	3.50
Birch Tar, rect., bot. ....lb.	.50	.55
Crude, tins ....lb.	.13	.14
Bois de Rose, tins ....lb.	1.75	2.40
Cade, cans ....lb.	.26	.28
Cajuput, native, tins ....lb.	.75	.80
Calamus, bot. ....lb.	3.25	3.50
Camphor, Sassy, drums ....lb.	.15½	.16
White, drums ....lb.	.11	.12
Cananga, native, tins ....lb.	3.25	3.35
Rectified, tins ....lb.	3.60	3.75
Caraway Seed ....lb.	1.75	1.80
Cassia, 80-85% ....lb.	—	—
Redistilled, U. S. P., cans ....lb.	2.15	2.30
Cedar Leaf, tins ....lb.	1.00	1.10
Cedar Wood, light, drums ....lb.	.26	.28
Citronella, Ceylon, drums ....lb.	.43	.45
Citronella, Ceylon, drums ....lb.	.42	.44
Cloves, U. S. P., cans ....lb.	1.75	1.80
Copaiba ....lb.	.65	.70
Eucalyptus, Austl., U. S. P., cans ....lb.	.57	.59
Fennel, U. S. P., tins ....lb.	.80	.90
Geranium, African, cans ....lb.	3.50	3.75
Bourbon, tins ....lb.	4.25	4.75
Hemlock, tins ....lb.	.95	1.05
Lavender, U. S. P., tins ....lb.	2.75	4.00
Spike, Spanish, cans ....lb.	.90	1.25

Lemon, Ital., U. S. P. ....lb.	3.85	4.25
Lemongrass, native, cans ....lb.	.90	1.00
Linaloe, Mex., cases ....lb.	2.25	2.40
Neroli, Artificial ....lb.	10.00	20.00
Nutmeg, U. S. P., tins ....lb.	1.65	1.70
Orange, Sweet, W. Ind., tins ....lb.	6.00	7.00
Italian, cop. ....lb.	7.00	8.50
Distilled ....lb.	6.50	7.00
Origanum, cans tech. ....lb.	.25	.28
Patchouli ....lb.	5.75	6.50
Pennyroyal, dom. ....lb.	1.90	2.00
Imported ....lb.	1.30	1.35
Peppermint, nat. cases ....lb.	3.25	3.50
Redis., U. S. P., cases ....lb.	3.50	3.75
Petit Grain, S. A., tins ....lb.	1.75	1.80
Pinus Sylvestris ....lb.	.75	1.00
Pumilio, U. S. P. ....lb.	2.25	2.50
Rose, French ....oz.	11.00	12.00
Bulgarian ....oz.	12.00	15.00
Artificial ....oz.	2.00	2.75
Rosemary, U. S. P., drums ....lb.	.45	.50
Tech., lb. tins ....lb.	.30	.33
Sandalwood, E. Ind., U. S. P. ....lb.	7.00	7.25
W. Indian (Amayris) ....lb.	2.25	2.40
Sassafras, U. S. P. ....lb.	.80	1.00
Artificial ....lb.	.25	.27
Spearmint, U. S. P. ....lb.	4.25	4.50
Spruce ....lb.	.95	1.05
Thyme, red, U. S. P. ....lb.	.75	.80
White, U. S. P. ....lb.	.85	.90
Tech. ....lb.	.60	.70
Vetivert, Bourbon ....lb.	6.00	9.00
Java ....lb.	20.00	22.00
Ylang Ylang, Bourbon ....lb.	9.00	12.00

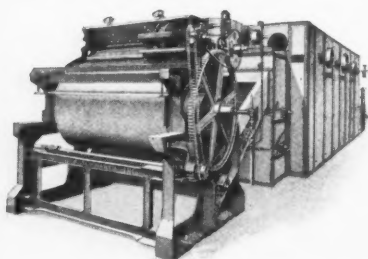
# On drying Soap



**N**EXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor or progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

**C. G. SARGENT'S SONS CORP.**  
**GRANITEVILLE** **MASSACHUSETTS**

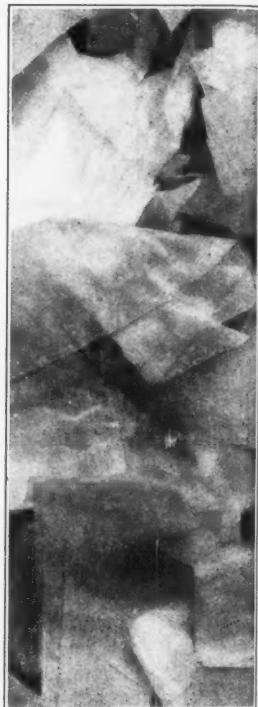


## THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

**PROCTOR & SCHWARTZ, Inc.**  
PHILADELPHIA



# LABORATORY **POWCO** CONTROLLED BRAND REG. U.S. PAT. OFF.

## Concentrated Shaving Cream Base

A "fool-proof" product.  
Assures perfect shaving  
cream production.  
Saves you 30% to 50%.  
Extremely simple to use.

## Neutral White Soaps

Finely powdered and  
especially produced for  
dentifrice manufacturers.  
Positive uniformity of  
physical and chemical  
constants.

**If you have a soap problem, let us help you.**

*We also furnish in bulk, finished shaving creams,  
shampoo jelly, etc.*

**JOHN POWELL & CO., INC., 114 E. 32ND ST., N. Y.**

Acet  
Amy  
Anet  
Benz  
Alc  
Citral  
Citron  
Citron  
Citron  
Coun  
Diphe  
Eucal  
Eugen  
Geran  
Imp  
Geran  
Heliot  
Hydro  
Indol  
Ionone  
Iso-Eu  
Linalo  
Linalyl  
Menth  
Methyl  
Anth  
Para  
Salic  
Mirban  
Musk  
Ketone  
Xylene



**Aromatic Chemicals**

Acetophenone, C. P. ....lb.	3.00	3.75
Amyl Cinnamic Aldehyde ....lb.	6.00	12.00
Anethol ....lb.	1.10	1.25
Benzaldehyde, tech. ....lb.	.60	.65
Benzyl Acetate ....lb.	1.05	1.35
Alcohol ....lb.	1.00	1.50
Citral ....lb.	2.75	3.00
Citronellal ....lb.	2.75	3.25
Citronellol ....lb.	4.00	5.00
Citronellyl Acetate ....lb.	13.00	14.00
Coumarin ....lb.	3.60	3.75
Diphenyl oxide ....lb.	.90	1.00
Eucalyptol, U. S. P. ....lb.	.95	1.00
Eugenol, U. S. P. ....lb.	2.50	3.00
Geraniol, Domestic ....lb.	1.25	2.00
Imported ....lb.	2.00	5.00
Geranyl Acetate ....lb.	2.75	3.50
Heliotropin, dom. ....lb.	1.75	2.00
Hydroxycitronellal ....lb.	10.00	11.00
Indol, CP ....oz.	6.00	6.50
Ionone ....lb.	5.00	9.00
Iso-Eugenol ....lb.	3.75	3.90
Linalool ....lb.	3.00	5.00
Linalyl Acetate ....lb.	3.50	7.50
Menthol ....lb.	4.20	4.40
Methyl Acetophenone ....lb.	3.75	4.25
Anthranilate ....lb.	2.25	3.00
Paracresol ....lb.	8.00	9.00
Salicylate, U. S. P. ....lb.	.40	.45
Mirbane, rect. ....lb.	.10	.12
Musk Ambrette ....lb.	6.00	7.00
Ketone ....lb.	7.00	10.00
Xylene ....lb.	2.25	2.75

Phenylacetaldehyde ....lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot. ....lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot. ....lb.	4.50	6.50
Rhodinol ....lb.	6.00	8.00
Safrol ....lb.	.28	.30
Terpeneol, CP, 1,000 lb. drs. ....lb.	.34	.36
Cans ....lb.	.36	.38
Terpinyl Acetate, 25 lb. cans ....lb.	.85	1.15
Thymol, U. S. P. ....lb.	2.50	2.65
Vanillin, U. S. P. ....lb.	6.25	7.00
Yara Yara ....lb.	1.50	2.50

**Miscellaneous**

Insect Powder, bbls. ....lb.	.40	.45
Concentrated Extract ....gal.	2.75	3.00
<b>Gums—</b>		
Arabic, Amb. Sts. ....lb.	.11	.12
White, powdered ....lb.	.18	.20
Karaya ....lb.	.12	.16
Tragacanth, Aleppo, No. 1 ....lb.	1.55	1.65
Sorts ....lb.	.50	.60
Turkish, No. 1 ....lb.	1.20	1.30
<b>Waxes—</b>		
Bayberry, bgs. ....lb.	.30	.32
Bees, white ....lb.	.50	.52
African, bgs. ....lb.	.36	.38
Refined, yel. ....lb.	.41	.42
Candelilla, bgs. ....lb.	.24	.26
Carnauba, No. 1 ....lb.	.46	.48
No. 2, Yel. ....lb.	.43	.45
No. 3, Chalky ....lb.	.26	.28
Japan, cases ....lb.	.18	.19
Paraffin, ref. 125-130 ....lb.	.05	.06
Pine Oil, stm. dist. ....gal.	.66	.67
Tar Oil, bbls. dist. ....gal.	.50	.55
Commercial grade ....gal.	.32	.40

*Can you use a drum of*

## TERPINEOL, C. P.?

If you can bulk your purchases to  
a full drum (approx. 429 lbs.)  
we can save you some money on this

*popular and inexpensive odor for*  
**SOAPS, SPRAYS, DEODORANTS, etc.**

*Made by one of the oldest German manufacturers of chemicals*

**Schering-Kahlbaum, A.G., Berlin**

*Sole U. S. Agents*

**C. B. PETERS COMPANY, Inc.** 110 WILLIAM STREET  
NEW YORK

*Stocks carried in New York.*

# Soap Products

## Manufacturers—

*Strong Cobb & Company, Inc.* — May

A Few  
**STRONG COBB**  
Soap Specialties:—

Auto Soaps, Cleansing Compounds, Disinfectants, Deodorants, Fly Sprays, Insecticides (Dry), Liquid Soaps, Mechanic's Hand Soaps, Medicinal Soaps, Polishes, Shampoos, Shaving Creams; Toilet Articles, such as Lotions, Mouth Washes, Powdered Toilet Soaps, Bath Soaps, etc.; Tooth Soaps, Pastes, Powders, ETC.

Write us.  
We can make it!

## SAVE YOU MONEY

### *It costs nothing to find out!*

Many soap products manufacturers have found it more profitable to them to place all details of manufacture, packaging, crating, warehousing and shipping in our hands. Their entire physical and mental resources are thereby released for exclusive devotion to marketing. Our manufacturing facilities for production are most modern in equipment and unlimited in capacity. An inquiry as to how our methods are adaptable to your individual requirements, will receive prompt attention—without your obligation. Perhaps we can help make more money for you.

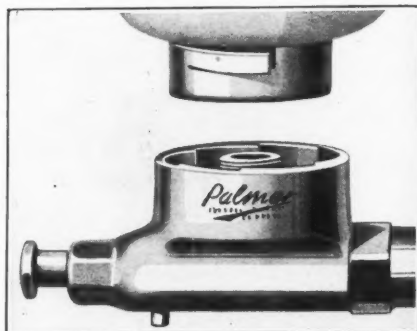
### **STRONG, COBB & COMPANY, Inc.**

Pharmaceutical Chemists since 1833  
39 CENTRAL VIADUCT, CLEVELAND, OHIO

## Liquid Soap Dispensers

### with a New Bowl Replacement Feature

Broken bowls easily replaced without cement, or sending the parts to the factory. Brackets need not be taken from wall.



Bowls are as securely attached to bracket as if cemented and cannot be removed unless broken.

### *The New Palmer "Letter Series" Line*

A Style for Every Requirement — Fully Guaranteed.

Write for Descriptive Literature.

**PALMER PRODUCTS, Inc.**

Main Offices, Factory and Laboratories

MILWAUKEE - U. S. A.

New York Office - 528 W. 40TH ST.

Manufacturers of  
School Supplies  
Janitor - Sanitary

Send for  
Complete  
Catalog

Say you saw it in SOAP!

### Jan.-June Soap Exports Less

Exports of American made soaps, during the first half of the current year, were not quite equal to half of last year's total shipments, indicating a slight loss for 1928, as compared with last year, unless the lost ground is made up between now and the end of the year. Figures for the various classes, covering January-June, 1928, as compared with 1927 totals, follow:

	Jan.-June, 1928	
Toilet Soap .....	4,130,363 lbs.	\$1,308,229
Laundry Soap .....	21,727,537 lbs.	1,510,031
Other Soap .....	4,547,335 lbs.	411,566
	Jan.-Dec., 1927	
Toilet Soap .....	8,218,582 lbs.	\$2,802,558
Laundry Soap .....	56,201,290 lbs.	3,877,961
Other Soap .....	12,984,509 lbs.	1,181,843

For June, 1928, toilet soap exports showed a good gain, as compared with June, 1927, shipments having reached 654,480 pounds, valued at \$226,032, 50,000 pounds and \$35,000 above the previous June's figures. These figures, however, are below the 1927 monthly averages. Laundry soap shipments fell sharply, last June, having declined 1,400,000 and \$87,000 from the June, 1927, figures, to 4,398,959 pounds, worth \$304,142. Exports of all other soaps followed the laundry soap lead, having been about fifty per cent lower in June, 1928, than during the same month a year ago. Exports of this class of merchandise amounted to 872,161 pounds, valued at \$79,524.

Large buyers of toilet soap, during June, were British India, United Kingdom, Philippines, Sweden and Canada, with 90,147, 61,244, 57,968, 53,499 and 49,699 pounds, respectively. The Philippines bought more laundry soap than any other country, 774,647 pounds although Canada ran a close second with 769,928 pounds. Other important buyers were United Kingdom, 396,493 pounds, Dominican Republic, 386,572 pounds and Panama, 366,162 pounds.

### Dreyer on Essential Oils

(From Page 43)

since he left at the age of fifteen, brought the three months' stay to a close.

In speaking generally of the condition of the European perfuming material industry, Mr. Dreyer stated that business was spotty. In places, activity was apparently going forward at a good pace, while in others trading was rather slow. The European countries impressed as being in a generally favorable condition, however, with the industrial development in Germany, where every small town had its several factories, particularly amazing.

## "Golden Fleece"



## Lanoline

U. S. P.

"Golden Fleece" Lanoline is an extremely fine textured product—practically odorless—and particularly well suited for Shaving Creams, Massage Creams and Lanolinated Soaps. All shipments are tested for U. S. P. requirements by German Government Bureau of Standards.

## Terpineol C. P.

(Water White and Water Free)

As a result of many years of research, Lienau & Company have been successful in eliminating all by-odors without sacrificing any of the true odor strength. A chemical analysis of Lienau's Terpineol shows that: the "specific gravity" is 0.936-0.938 at 15° C. "Boiling Point" commences at 216° C., mostly boils between 216° and 218° C., and 96 to 98 per cent between 216° and 221° C.

Imported

## Chlorophyll

(Oil, Alcohol, Water and Alcohol Soluble)

Sole American Agents

**Pfaltz & Bauer, Inc.**  
300 PEARL STREET-NEW YORK

CHICAGO  
217 E. Illinois St.

LOS ANGELES  
683 Antonia St.

Montreal, Canada  
207 St. James Street

# HOUCHIN-AIKEN

**Complete Equipment for**

**LIQUID SOAP MANUFACTURE**

We manufacture equipment especially suitable for liquid soap manufacture. Besides supplying the necessary machinery, our service includes advice as to the best manufacturing method, individual cases of course requiring distinct suggestions. Consult us before you fit up a liquid soap plant. Tell us what output you expect to start with and complete plant details, together with equipment costs, will be furnished promptly.

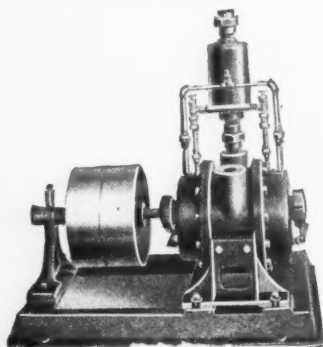
If you are now making liquid soap, and do not believe your product or your production is just what it ought to be, communicate with us. If we can't make your plant turn out satisfactory goods in ample quantity nobody can. Being specialists in the manufacture of equipment used in making all kinds of soap, liquid soap presents no unusual problem to us. When you need help call on America's premier soap machinery house.

**HOUCHIN-AIKEN COMPANY**

**HAWTHORNE**

**NEW JERSEY**

## SOAP MACHINERY



Type "D"—Belt-driven

**Rotary Air Compressors  
Vacuum Pumps and  
Positive Pressure Blowers**

For agitating, mixing, pumping, spray processes, etc., with compressed air, and also for vacuum in the soap plant.



Type "D"—with Motor Drive and Automatic Control

The users of CROWELL machines have been their best salesmen for over forty years.

Efficiency, durability and workmanship—this has always been the CROWELL standard.

Made in ten standard sizes—2 to 400 cu. ft. per minute.

*Catalogues Sent on Request*

**CROWELL MANUFACTURING CO.**  
177 CLIFTON PL., cor. Franklin Ave., BROOKLYN, N. Y.

**Say you saw it in SOAP!**

### Scotland as a Market for Soap

A fair market for soaps and toilet preparations exists at Glasgow, Scotland, and several American manufacturers are already represented there, says a recent Dept. of Commerce report. Separate statistics of imports are not available, but the demand is largely satisfied by manufacturers in Great Britain, France and the United States. The home products probably exceed in sales closely followed by the two last named. Spain and Italy also furnish small amounts. As a general rule, British made products are preferred, price and quality being equal. American soaps, however, have a large sale. The use of toilet articles is affected by the present economic conditions only in the quality and not the quantity used. Conditions in trade and industry at Glasgow are at present unsatisfactory. The chief industries are under-employed, with a consequent lower purchasing power of the masses. Perceptible improvement in local industries has, however, been recently reported.

Prices have a wide range. French products are recognized as having superior qualities and retail higher than either British or American preparations. Popular prices for good quality soaps, attractively packed, are around 6d. per bar. Shampoos range from 2s. to 2s. 6d.

per bottle, shaving cream 1s. 6d. to 2s. and upwards per bottle, dental cream 1s. upwards per tube.

A satisfactory method of sale in Glasgow is through an agent or wholesaler calling directly on the retail chemists. Exclusive territory is usually given to agents who distribute to both retailers and wholesalers. Glasgow agents usually have the sole selling rights for Scotland and the four northern counties of England. No duty is charged on the entry of toilet preparations, other than perfumes, into Great Britain.

"Swedish Agents for Swedish Buyers" is the title of a booklet just issued by the Swedish Chamber of Commerce of the U.S.A., 25 Beaver St., New York. The pamphlet discusses conditions in Sweden, in connection with United States exports and advises as to the best methods for increasing trade with that country.

Albert Albek, secretary and sales manager of the Felton Chemical Co., Brooklyn, returned Sept. 6 after several months spent in France, Spain and Switzerland, much of the time in the essential oil producing regions of Spain.

# Liquid Soaps

**CONCENTRATED**

**ZEF-IR**  
Blocs and Crystals

~

**SCRUBBING**  
**COMPOUNDS**

~

**LIQUID WAXES**

~

**INSECTICIDES**  
Dry or Liquid

**LIQUID SOAPS and**  
**Dispensing Equipment for the Trade**

**H**ERE are products which sell better because they are better. Absolute uniformity, high quality—at prices which are right in line. These are products you can sell because of unusual merit, and on which you can build repeat orders.



Let Us Send You Samples and Quote Prices

**The HUNTINGTON**  
**LABORATORIES, Inc.**  
*Huntington-Indiana*

Member



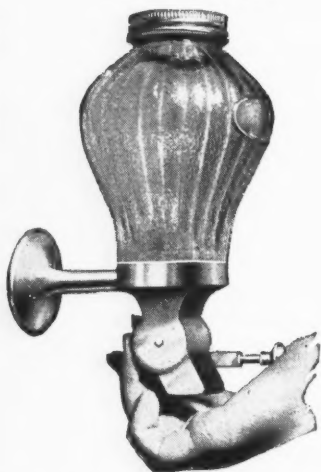
## INVESTIGATE

### *the* J & W Powdered Soap Dispenser

*Thousands are in use daily and giving absolute satisfaction.*

Powdered Soap, when used in connection with the J & W Powdered Soap Dispenser, offers three big advantages to all consumers of soap.

**CONVENIENCE      ECONOMY  
SANITATION**



The J & W Powdered Soap Dispensers are being installed in homes, office buildings, offices, hotels, hospitals, factories, garages, battery shops, oil stations, and industrial plants of all kinds; dispensing three types of soap: General Household Soap, High-Grade Toilet Soap and Mechanics Grit, Pumice or Vegetable Fibre Soap.

#### NEW MODEL NOW AVAILABLE

*Information, prices and returnable sample furnished upon request.*

**Bobrick Chemical Corporation**

111-117 Garey St.  
Los Angeles, Cal.

87 Fifth Ave.  
New York City

## We make a SPECIALTY of these SOAPS

**LIQUID SHAMPOO  
SHAMPOO BASE SOAP  
SHAMPOO PASTE  
LIQUID TOILET SOAP  
TOILET BASE SOAP  
SURGICAL GREEN SOAP**

In addition to the soaps listed above we make many other kinds—all under laboratory control.

An exacting chemical analysis insures the uniform composition of these soaps.

We will gladly send you samples and prices of any soaps in which you are interested.

*The*  
**DAVIES-YOUNG SOAP CO.**  
*Dayton, Ohio.*



## Trade Marks Granted

(Continued From Page 57)

**244,304**—Insecticide. Louis Mandlak, doing business as Crusader Products Co., Amarillo, Tex. Filed March 17, 1928. Serial No. 263,326. Published May 8, 1928.

**244,312**—Polish for Metals. Abram White, Charlotte, N. C. Filed March 19, 1928. Serial No. 263,450. Published May 8, 1928.

**244,322**—Soap Powder. Samuel H. Allen, doing business as The Allendi Soap Powder Co., Dallas, Tex. Filed March 10, 1928. Serial No. 262,884. Published May 8, 1928.

**244,325**—Stove and Metal Polish. The Great American Tea Co., New York, N. Y. Filed March 10, 1928. Serial No. 262,959. Published April 24, 1928.

**244,329**—Washing Compound. The Baker-Finley Chemical Company, Cleveland, Ohio. Filed March 13, 1928. Serial No. 263,066. Published April 24, 1928.

**244,337**—Cleaning Fluid for removing spots. Klink Products Corporation, Brooklyn, N. Y. Filed March 24, 1928. Serial No. 263,707. Published May 8, 1928.

**244,345**—Soap Flakes. H. Kohnstamm & Co., Inc., New York, N. Y. Filed January

18, 1928. Serial No. 260,280. Published April 24, 1928.

**244,394**—Soap. Bourjois, Inc., New York, N. Y. Filed October 22, 1927. Serial No. 256,444. Published May 1, 1928.

**244,395**—Insecticides. Frank B. Nobrega, doing business as Central Chemical Company, Kansas City, Mo. Filed October 14, 1927. Serial No. 256,086. Published May 8, 1928.

**244,437**—Cleanser and Grease Solvent for Dishwashing, Clothes Washing, and House Cleaning. Peerless Soap Company, Inc., Camden, N. J. Filed June 16, 1927. Serial No. 250,634. Published May 1, 1928.

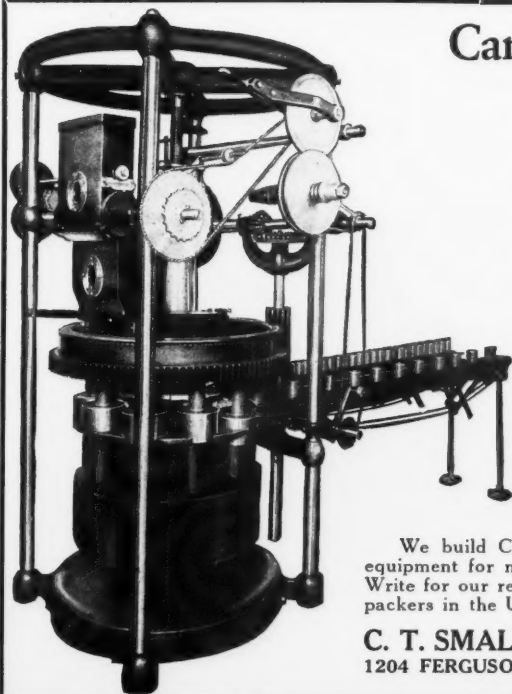
**244,519**—Cleaning and Spotting Compound. Riverside Manufacturing Co., St. Louis, Mo. Filed December 31, 1927. Serial No. 259,589. Published March 13, 1928.

**244,569**—Soap and Shaving Cream. Dr. Brady's Soap Co., Monrovia, Calif. Filed September 7, 1927. Serial No. 254,445. Published November 22, 1927.

**244,570**—Hand Washing Powder. Queen City Soap Co., Allentown, Pa. Filed August 30, 1927. Serial No. 254,150. Published May 1, 1928.

**244,571**—Saponaceous Shaving Cream.

(Continued on Page 109)



## Can and Package Filler

### Automatic

**Description**—Fills Soap Powder Cleansers, Insecticides, Soap Paste, etc. Takes square or round cans when fitted with proper attachments.

**Range**—Adapted to cartons and bags and tin or paper cans from 1" high, 1" dia. to 10" high, 6" dia.

**Equipment**—Equipped for one size of package only, extra attachments furnished as required. Can be adapted to fill paste, powder or chip soap.

**Speed**—100 or more cans per minute, depending on size of can and nature of product. Will pack materials as tight or loose as desired.

**Guarantee**—Will fill 98% of all good containers with mean variation of  $\frac{1}{8}$  ounce per pound or less.

**Horse Power**—2 Horse Power, 240 r.p.m. belt or motor driven as required.

**Do it automatically - Increase production**  
**Cut overhead - Reduce labor cost**

We build Cappers, Sealers, Tube Winders, furnish all equipment for making tin and paper cans, cartons or bags. Write for our references. They include many of the largest packers in the United States.

**C. T. SMALL MANUFACTURING CO., Inc.**  
1204 FERGUSON AVENUE ST. LOUIS, MO.

Phone—Cabany 6074

*Let Us Hear From You!*

## WHY

Should YOU — Right now! — take the necessary time (not over two minutes) to tell us briefly about your "DECOLORIZING PROBLEMS"—and give us the opportunity to furnish information about a proper grade of PURIT for your work?

## BECAUSE

You owe it to yourself, just as a good business policy, to KNOW about materials which have proven their value to others and which YOU might—and undoubtedly could—use with similar benefits.

# PURIT

## Decolorizing Carbons

Manufactured by  
**THE PURIT COMPANY**  
Amsterdam, Holland

(Makers of Highest Quality  
Activated Carbons, Exclusively)

are made in various grades, for different kinds of OILS and FATS, GLYCERINE and many other materials. Each grade is of UNIFORM QUALITY and is FITTED for the special work it is to perform—and the PRICE is RIGHT.

*YOU CAN'T "GO WRONG" WITH PURIT !*

## ANNOUNCEMENT OF CHANGE OF ADDRESS

After October 1st our New York offices will be located in the new Glidden Building.

**209 - 14TH STREET  
LONG ISLAND CITY, N. Y.**

(10 minutes from Grand Central)

**Telephones—STIllwell 6822-3-4-5-6**

Full Information from  
**THE GLIDDEN FOOD PRODUCTS COMPANY**  
(Sole U. S. A. Agents)

**82 Wall Street  
NEW YORK**  
Tel. HANover 3422

**2670 Elston Ave.  
CHICAGO**  
Tel. Armitage 1690

# SOAP SPECIALISTS

*Bulk or Private Brand*



**Toilet Soap**

**Laundry Soap**

**GreenOliveOil Soap**

*Natural Odor or Scented*

**Liquid Soap**

**Dry Cleaning Soap**



*We have been manufacturing private brand soaps for the past forty years. Your soap problems and inquiries are solicited.*

**TEELE SOAP  
MANUFACTURING CO.**

**CAMBRIDGE, MASS.**

*Established 1830*



# INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*.  
Harry W. Cole, Holbrook, Mass., Secretary.

## Another Week!

AS A purely advertising stunt, industry after industry has staged this "week" or that "day." We have apple week, candy week, clean-up week, and we have children's day, mother's day and father's day. Thus it goes. The idea of the whole thing, of course, is to sell more of something. It may be neckties for father, flowers for mother, or toys for the kids. It may be apples, paint, soap, candy, or what not. Manufacturers do not contribute to this "week" or that "day" because of philanthropic motives. They do it as a means to an end, to sell more goods.

Time and again, we have heard the plaint, "What week or day next?" There seems to be no end to the list. Some have said that the thing has been overdone. Possibly it has, but still there are large numbers of manufacturers contributing year after year to keep their particular "weeks" or "days" going. They must accomplish a purpose or they would have died long before this. In the case of clean-up week, it has been a yearly occurrence as far back as we can remember.

It has been said that the American people are just becoming insect and germ conscious. Education in numerous ways has done much to establish this consciousness. The significance of filth is to-day far greater than the discomfort and unpleasant odors which may accompany it. Most every school child knows that in filth breed insects and germs, and that the insects carry the germs every place where they can fly or crawl. And every school child knows likewise that germs cause disease, and that malaria, typhoid, and other diseases are spread by insects.

The Government is keenly interested in insect control, both of agricultural and household insects, and it is also deeply interested in disease prevention, not only among people, but among domestic animals as well. Anything which aids in insect extermination or disease prevention will on its face receive the support of the various Government departments which have

these matters in charge. The past has proved this. And, when the Government through its departments places its seal of approval on an idea, irrespective of the merits of the idea, public confidence is pretty certain to be won.

The idea behind all this is the following: is there a possibility of instituting an annual "bug killing week," a week devoted to insect extermination and disease prevention, a week of intensive educational work, a week conducted by the *Insecticide & Disinfectant Manufacturers Association* and perhaps by a number of individuals and departments of the Government—a week designed to drive home once a year, perhaps early in the summer season, the idea of insect and germ extermination? The psychology of the various "weeks" is not only to sell more goods during that particular week, but to conduct educational propaganda with a view of forming various merchandising-consuming habits. That the American public is given to fads is unquestioned. Thousands begin doing and using numerous things because the other fellow uses them, and if the "week" is properly timed, the continuation of habits thus formed throughout a goodly period of time by a goodly percentage of people is extremely likely.

A bug killing week, where the bug might be either germ or insect, would lend itself readily to wide publicity. The idea of a thorough disinfection for the cattle barns, for the cellar, followed by a daily spraying to kill off the flies, fleas, ants, and the like—this is the week when everybody is doing these jobs, this is the start of the year for an intensive cleaning-out of insects and germ-breeding places—might be driven home in a week of intensive effort, while the same effort spread over the year might avail little.

This is another thought on the same subject—that the insecticide and disinfectant industries must shortly go a great deal further afield than at present if they hope for real expansion of consumption, more especially the disinfectant manufacturer.

## Notes of the Industry

Fax Laboratories, Dayton, O., are now marketing a cake deodorant and insecticide, through retail channels. The new product, *Fax*, is of pyramid shape and is wrapped in *Cellophane*. It is priced at thirty-five cents.

Harry W. Cole of Baird & McGuire, Holbrook, Mass., and Secretary of the Insecticide & Disinfectant Manufacturers Association, recently visited Quebec and Montmorency Falls, and "retraced that long since famous ride of our own Hero of Montmorency Falls, Rob Jordan."

G. H. Wood & Co., Toronto, manufacturers of liquid soaps and sanitary specialties, are represented at the Canadian National Exposition at Booth No. 14 in the Manufacturers' Building. An invitation to visit their exhibit at the Toronto exposition has been sent to the trade.

Hercules Powder Co. issued on Aug. 29 a 36 page magazine, "The Hercules Mixer," published expressly for the members of the Chemical Society, Society of Chemical Industry, and Institution of Chemical Engineers when members of these British societies visited Wilmington and the Hercules plant on that date. The book is made up of biographies, photographs, and articles descriptive of Hercules products and manufacturing processes. Bronson B. Tufts is the editor.

Lehn & Fink Products Co., Bloomfield, N. J., at a recent special meeting of the common stockholders voted to ratify the proposal to change the capitalization of the company, substituting 120,000 shares of common stock for the 150,000 shares of management stock outstanding and to cancel and retire the management stock.

Tar Products Corp., Providence, R. I. New England division of the American Tar Products Co., Pittsburgh, has been successful in restraining H. G. MacEachen, San Francisco, from registering "Hexol" as a trade mark, having contended, before Assistant Commissioner of Patents Kinsman, that the mark infringed its own, "Hex" and "Hexicide." The questioned trade mark had already been passed by the examiner, he having found that there were seventeen marks covering similar

preparations, in which the contested word was used, thus proving it to be common property. In overruling the examiner and in sustaining the Tar Products protest, the Commissioner held that the mark could not be used even as part of a word because it had been registered and used for years by the Providence company.

General Naval Stores Co., Cincinnati, announce the appointment of B. M. Hill & Co., 48 Princess St., Winnipeg, Canada, as their representatives in Manitoba, Saskatchewan and Alberta. Arrangements for the representation were made by P. E. Calo, General vice president, during a recent Canadian trip.

Ralph E. Dorland, manager of the eastern office of the Dow Chemical Co. at New York, returned last week from a short stay at the home office of the company at Midland, Mich.

Roessler & Hasslacher Chemical Co. awarded 250,000 lbs. naphthalene for Quartermaster, Brooklyn, at 4.75c lb.

Huntington Laboratories, Huntington, Ind., were represented with an exhibit of their surgical soaps and liquid castile soaps and special dispensers at the American Hospital Association Convention, held in San Francisco last month. M. W. Levernier, manager of the hospital department of Huntington, was in charge of the exhibit.

Crefloat Manufacturing Co., Seattle, Wash., is in the hands of a receiver, George R. Stuntz, 608 Pantages Bldg., Seattle. The company was petitioned into the receivership by John W. McCarthy, Jr., Inc. The firm manufactured various deodorizing blocks and other sanitary specialties. Hugh M. Birch-Jones was president of the insolvent concern.

Cannon Chemical Co., Memphis, Tenn., makers of household insecticides and related products, will not be merged with Golden Peacock, Inc., Paris, Tenn., toilet preparation manufacturers, as recently reported. The latter concern has issue a denial of the report, noting that while it had been committed to such a merger, apparently planned to embrace other than the two above mentioned concerns, that this had fallen through due to the failure of the purchaser to meet certain specific requirements by Aug. 31. Will T. Warren, Jr., president of Golden Peacock, Inc., states that the business will be continued under the same management and under the same general policies as heretofore.

# Testing Liquid Insecticides

## *Description of Methods and Equipment Used, and Means of Breeding Various Insects for the Tests*

By C. H. PEET AND A. G. GRADY  
*Rohm & Haas Research Laboratories*



WE ARE not insecticide testers and we have no particular interest in testing insecticides against insects as a business, but we were interested in trying to develop a synthetic compound which would kill bugs and we could not tell whether the compounds we were making would kill the insects or not until we tested them, and we could find nowhere any particular method for testing accurately and dependably, so we started out in a rather crude way to make tests. As a result of a very considerable study over quite a period of time, we developed a test that I am going to describe to you this afternoon.

Before I read these papers, I should like to say that we hold no brief whatever for the methods that we are presenting to you. All I have to say for them is that they work. There are other methods that we know of. We have tried them. Some of them have their advantages, but of them all, we ourselves have come to the conclusion that these methods which we are going to present are probably the most dependable that we know of. We hope that the rest of you in thinking it over can offer suggestions which will make them better. We certainly will welcome any suggestions that you may be able to make.

THE first paper I have here is on the "Testing Insecticides Against Flies." Although a vast amount of work has been done on examining various compounds to determine their value as insecticides, the variations in the methods of testing these compounds and in the standards set up by the various investigators have made it almost impossible to draw valid comparisons between the results reported.

In some cases insects have been tested by exposing them to the fumes of the particular compound being tested even though the compounds were relatively non-volatile and had to be heated in order to volatilize them. In others, the compound being studied was dissolved in some oil carrier and dispersed by spraying. Still other determinations of insecticidal effectiveness have been made by completely immersing the insect to be tested in the material under consideration either at 100 per cent concentration or at various dilutions. Obviously there is almost no common ground between these methods of testing. The desirability, however, of formulating some uniform testing procedure is evident and it is hoped that this series of papers will serve to stimulate other investigators to work upon this problem and to offer such alterations and improvements in technique as may seem desirable in order that insecticidal tests may be made sufficiently simple to be carried out in any reasonably adequate laboratory and sufficiently uniform to be quite strictly com-

parable wherever they may have been performed.

The commonest pest the world over is the fly and the economic significance of the various species of stable flies is so well appreciated that a large program of research upon its control is being undertaken by the government. The annoyances caused by the house fly as well as the danger of infection due to its presence is pointed out in the advertisements of every magazine. The smaller and generally less prevalent fruit flies, gnats, etc., constitute a special problem in certain localities, accordingly, this first paper deals specifically with methods of determining the effectiveness of compounds against flies. There is, of course, a great variation in the resistance of the different families of flies to the action of insecticides, but the relative resistance of these various families follows approximately the same curve against all insecticidal compounds. Accordingly, once that curve has been established for all the families which are sufficiently common to constitute pests, it is only necessary, in testing a new compound, to test it against one or two families in order to locate the curve of its efficiency. This paper makes no attempt to establish these curves but serves solely to point out a method of testing which is applicable to all families of flies and which can be followed by other investigators.

The determination of toxicity against insects must be purely a biological test and, like all biological tests, it is subject to the very considerable variability which accompanies the reaction of the living organism to external effects and influences. This variability is innate in all creatures and cannot be controlled, but the superficial variables which have heretofore been ignored, or too little considered, can be so accurately controlled that only the biological variable remains to remove such tests from strict reproducibility and the average will be just as certain as life insurance mortality tables. The variables which this investigation has shown to possess the greatest significance are: Time, temperature, humidity, insecticide concentration, carrier, fineness of spray, air conditions, angle of spray and condition of insect.

IT IS obvious that it is unfair to draw a comparison between two insecticidal compounds one of which is allowed to work upon the insect for twice as long a time as the other. The importance of temperature control may easily be demonstrated by exposing two groups of insects from the same brood to the same insecticide at say 60° F. and 85° F. The higher percentage kill among the insects in the warmer chamber will be quickly appreciated.

The influence of humidity on the resistance of the insect to toxic compounds has been too generally ignored in testing for insecticidal power. It does not have as great an effect as the temperature



# Unco Lilacena

Many manufacturers of sprays, insecticides, liquid soaps and some perfumers still rely on Terpeneol to give a lilac character at a low cost but a rapidly increasing number have discovered that better results at no increase in expense are attained by the adoption of

## UNCO LILACENA

It is much closer to the true lilac fragrance and its unusual strength and covering power combined with its low cost make UNCO LILACENA the ideal perfuming material for a wide variety of uses. A trial usually results in its permanent adoption.



# UNGERER & Co.

NEW YORK

Say you saw it in SOAP!

diff  
alter  
in s

T  
bein  
a gr  
cuss

T  
ation  
mon  
the  
erati  
in a  
of in  
spray

Fe  
show  
betw  
inert  
Toxi  
70-75  
an in  
of P  
using  
there  
inves  
oil an  
they

Gri  
of O  
sions  
Pages  
produ  
upon  
Dropl  
imum  
smalle  
These  
contac  
serves  
If, on  
the va  
crease  
verse  
ways  
size.  
spray  
the s  
major  
spraye  
pressu

BY  
fr  
or in  
ably l  
aired  
a testi  
does  
First,  
a high  
conce  
that is  
top or  
resulti  
ously  
which  
only an

The  
closely  
spray e  
is muc



differential but it does exert sufficient influence to alter the results obtained with the same material in successive tests.

The fact that a higher concentration of material being tested in any given solution should produce a greater or more rapid kill does not require discussion.

The variations in effectiveness produced by variations in spray concentration are less easily demonstrable, but undoubtedly just as certain for if the spray or vapor of any material under consideration be more attenuated in one instance than in another, there must be a higher concentration of insecticide in the area which has the greatest spray concentration.

Few carriers are inert but many studies have shown that there is a very considerable difference between the toxicity of these numerous relatively inert solvents. (Moore & Graham—A Study of the Toxicity of Kerosene, *Jour. Econ. Ent.*, 1918, XI, 70-75.) Accordingly, if one investigator reports on an insecticide using as a carrier a certain fraction of Pennsylvania oil, another on the same material using a corresponding fraction of California oil, there will be a disagreement. Similarly, if one investigator uses a certain fraction of Pennsylvania oil and another a different fraction of the same oil, they will obtain different results.

Griffin, Richardson & Burdette (Relation of Size of Oil Drops to Toxicity of Petroleum-oil Emulsions to Aphids, *Jour. of Agri. Research*, Vol. 34, Pages 727-738) have shown that the size droplet produced by a sprayer has a very marked effect upon the insecticidal activity of the same material. Droplets of five to ten  $\mu$  produce about the maximum effect, whereas droplets of two  $\mu$  and smaller decrease the activity of the insecticide. These conclusions were based upon a study of contact sprays and in so far as the insecticide serves as a contact poison, they will apply to it. If, on the other hand, the insecticide functions in the vapor phase, the rate of evaporation will increase as the droplet size decreases and the reverse conclusion must be drawn. There are two ways of producing these variations in droplet size. One is by changing the type of atomizer or spray and the other by changing the pressure on the same sprayer. Since it is probable that the majority of tests will be made using the same sprayer, the variable which must be controlled is pressure.

**BY AIR** conditions is meant whether the air is fresh or exhausted and whether it is stagnant or in motion. The factor of freshness can probably be ignored because the chamber is always aired between tests but whether or not the air in a testing chamber is motionless or well agitated does have considerable effect for two reasons. First, a given compound and its carrier may have a high specific gravity thus producing a higher concentration of insecticide in the lower part, that is, along the floor of the chamber, than at the top or it may tend to concentrate at the top. The resulting effect upon flies being tested will obviously depend upon the part of the chamber in which they remained. In a sense, this factor is only an extension of the spray concentration factor.

The importance of the angle of the spray is also closely related to spray concentration. If the spray enters the chamber from all directions there is much more uniform dispersion of the material

under study. Also, of course, this factor is of importance if the spray comes in contact with the insect. If the material being examined is heavy and is sprayed downward upon the fly it is possible that its wings will shield its body or perhaps it would be more correct to say that if the spray were directed upward against the fly there would be greater likelihood of its coming in contact with the more vital parts of the insect.

Condition of the insect is one of the most important factors to be considered. It requires no elaboration to point out that an old fly or a viti-ated fly or a very young fly or a fly in any way enfeebled will be more susceptible to the action of any toxic material than will a strong healthy individual.

**T**HE method of testing which this paper wishes to advocate is as follows:

**Chamber:** All fly tests should be carried out under conditions which at least approximate those existing in the fly's normal environment and for this purpose a chamber of sufficient size to enable the fly to move about freely and approximately as unrestrictedly as it normally would should be provided. A very satisfactory size has been found to be a 6 x 6 x 6 foot cube. In the studies upon which this paper is based, this chamber was made of wood with the bracing members on the outside, leaving the inside as free from projections, corners, ledges, etc., as possible. The inner surfaces were originally well painted with white enamel in order to prevent absorption, by the wood, of material being tested. This paint, however, adsorbed and absorbed a certain proportion of the oily materials being studied and, although it was carefully wiped out after each test, it was impossible to remove all traces of the preceding materials. Accordingly, the inside, including floor and ceiling, was lined with transite board, an asbestos composition, all corners were sealed with a siliceous sodium silicate cement and the walls were rendered as nearly non-absorbent to oils as possible by painting with sodium silicate. In the center of the ceiling, a glass window was set with a bulb above it for illumination. A tight closing door, large enough for a man to enter, was set in one wall and the adjoining walls were provided with glass windows in the center of each. These same walls each had four square ports 6 x 6 inches covered with wire gauze and provided with tight fitting hatches. Each wall had two one-half inch holes bored through it six inches from the ceiling and closed by corks. Inside the chamber, on the floor, was set an eight inch oscillating fan completely enclosed by a guard of wire gauze.

**Procedure:** Nobody could possibly calculate a mortality table, for instance, on a group of one hundred men. It has taken, I think, hundreds of thousands of men to get the mortality tables developed. Each test was run upon a considerable number of flies, never less than 100 and usually rather more, but not exceeding about one per cubic foot. These were liberated in the chamber, which was kept at 85° F., the fan was turned on and the insecticide was introduced through the one-half inch holes along the ceiling by means of a modified Rexall kantelek atomizer No. R-1501. The modification consisted in replacing the reservoir of the atomizer by a narrow 20 cc. cylinder made by cutting off an ordinary burette and sealing one end and in substituting a sufficiently long outlet tube to reach practically to the bottom of the cylinder for the shorter one which is standard equip-

# MORTEX

*A combined*

**DISINFECTANT - THEATRE SPRAY  
DEODORANT AND INSECTICIDE**

**MORTEX-All in one concentrated product-MORTEX**

*In bulk to the trade!*

MORTEX combines all of the best features of a disinfectant, deodorant, insecticide and theatre spray. We supply it to you, in bulk, in concentrated form, ready for use. Send for a sample and ask for low jobbers' price. Test it out thoroughly and you will be ready to add something really new to your line. The unusual odor will be a distinct surprise!

**A. SREBREN & CO.**

247 East Illinois St.,  
Chicago. Illinois

## TAR ACID OIL

20% 25% 30% 36%

*Naphthalene Free—  
White Emulsion*

**THE DOMINION TAR & CHEMICAL CO.  
LIMITED**

**Sales Office: 430 Canada Cement Building  
Montreal Quebec**

Say you saw it in SOAP!

ment. By reading the level of the liquid before and after spraying, the amount used can be very accurately determined.

Ordinarily the Rexall atomizer consists of a little flat bottle to which this thing is attached, and you have a little bulb here to squeeze, and sticking out is a little short glass tube which reaches practically to the bottom of the bottle. For that short tube, we just put a long one in and there is a metal thing that fastens to the head of the atomizer, and then instead of that flat bottle we have taken a slender burette tube and put a rubber band around it and fastened it on there, and you can fill this tube, this graduated tube, to any height, apply your pressure, squirt out the material which you can see dropping down, and read the final results when you are through and you know just exactly how much you have used. By adjusting the length of the inner tube, you can determine in advance the final point that your liquid will reach and you can be sure of applying the same amount of material each time within one-tenth of a cc.

This atomizer was operated at 12½ pounds pressure from a constant pressure airline controlled by a reducing valve. The amount of solution used in each test was 12cc. and this was sprayed in about equal quantities through each top hole. The door and all ports were, of course, tightly closed during this procedure. The chamber was kept closed for ten minutes during which time observations on the flies could be made through the windows to study the manner in which the material being tested was affecting them. At the end of ten minutes, the square ports were all opened and the flies still clinging to the walls and ceiling were counted through the side windows. The flies which had dropped were carefully gathered up and transferred to clean cages made completely of wire gauze except for the bases. It was considered that the flies still off the floor had escaped the action of the insecticide. The flies in their gauze cages were kept for twenty-four hours to observe whether there was ultimate recovery or death. At the end of this period, these insects were counted and the number still alive added to those which had been on the walls of the chamber. As soon as the flies had been removed from the testing chamber, a blower was turned on sweeping out the chamber by sucking air through it.

The variables thus far held in control are time, temperature, spray concentration, pressure in spray, air conditions, angle of spray, and kind of insect. The condition of the insect is more particularly dependent upon how it has been bred and this phase of the problem is discussed in a paper by A. G. Grady on the breeding of flies.

Tests conducted following this procedure show a low average variation and it is entirely reasonable to presume that any investigator could obtain very uniform results following the method. I speak of a 6 x 6 foot cube as our testing chamber. That means nothing: it just happens that we used 6 x 6 x 6 and found it very convenient. But I do feel that if we are going to come to any decision as to standardization as an Association we certainly ought to settle upon some exact procedure and equipment which everyone will use. I have a little table of results that we have gotten on a number of insecticides we have picked up on the market and a little later I will put that on the blackboard just to keep the continuity of the thing.

In connection with this next paper by Mr. Grady on breeding flies, the point I am trying to

make most clear here is that the procedure is not difficult. The procedure of testing the insects is very simple, and we see no reason why anyone who really wants to test an insecticide accurately and consistently cannot have the apparatus or the equipment for such testing.

### Breeding the Insects

THE next paper is "Studies in breeding Insects throughout the Year for Insecticide Tests." 1. House Flies (*Musca domestica*). An extensive study upon the effect of insecticidal compounds on house flies was interrupted during the winter of 1926-27 when the progeny died in the larval and pupal stages about the first week in January. Accordingly, attention was turned to a search for a method by which flies could be reared in large numbers readily and dependably throughout the winter season. This paper details the results of a successful method evolved whereby large numbers of flies can be reared through the whole year. As the technic employed is very simple, inexpensive and dependable it may prove of value to entomologists who require large numbers of house flies for biological experiments throughout the year. Full credit for the continuous breeding of this insect should be given to Glaser, (Glaser—Note on the Continuous Breeding of *Musca domestica*. *Journ. Econ. Ent.*, 1927, XX, 432-433) who conceived the idea of supplementing the larval medium with yeast cells suspended in water during the winter months.

The literature on the biology of *Musca domestica* has assumed extensive proportions and it is not the intention of the writer to deal with it except to note some observations on the activity and longevity of the imagines during the winter months. The larvae were reared throughout the winter on a medium consisting of fresh horse manure which was kept in a moist condition with water and yeast cells suspended in water, according to Glaser's method. Excellent results were obtained. Attempts were made during the latter half of January and during the month of February to rear flies on horse manure alone. In every case, except two, the insects died either in the larval or pupal stages. In the two successful attempts, the horse manure was taken from the stables during a warm spell. Whether this had anything to do with carrying the larvae through to the adult stage was not determined. From these experiences and the experiences of other investigators it was concluded that unless the horse manure was supplemented during the winter months, larval life could not be supported and a continuous supply of insects could not be maintained.

The adult insects thrived exceedingly well on a diet consisting of milk, lump sugar, sweetened bread and yeast suspended in water. About 10 cc. of milk was dropped into the cages every day and about the same amount of yeast suspension was fed every second day. Fresh sweetened bread was placed in the cages about once a week. The bread was kept in an assimilable condition by wetting it with water. Other foods were added to this diet at different times such as beef extract, casein and fish-scrap. However, the adults developed sufficiently well on milk, bread, sugar and yeast so that the strictly protein foods were not used as regular parts of the diet.

The apparatus and equipment used to rear the house flies through the winter months were as

(Continued on Page 113)

## Paradichlorobenzene Perfumes

A COMPLETE line of perfume compounds, especially adapted for masking the harsh odor of paradichlorobenzene, has been developed in our laboratories. These odors include Carnation, Heliotrope, Lilac, New Mown Hay, Oriental, Heavy Rose, Sweet Rose, Trefle, Violet and Wisteria. All are priced at five dollars a pound, in from one to fifty pound lots, with the exception of Lilac, which sells at three fifty a pound.

Of these products, we especially recommend NEW MOWN HAY. It penetrates thoroughly into the chemical, blends perfectly, and *will not decompose*. Its perfume remains to the last. *May we submit a sample for your inspection?*



**P. R. DREYER INC.**  
26 CLIFF STREET NEW YORK

Sole Representative of  
Grasse - **BERTRAND FRERES** - France

**VANILLIN FABRIK**  
Hamburg, Germany  
Aromatic Chemicals

**NORD AFRICAN**  
COMMERCIAL  
Alger, Africa  
Oil Geranium

Sole Selling Agent for  
**H. RAAB & CO.**  
Roermond, Holland  
Artificial Musks

**PAOLO VILARDI**  
Reggio Calabria, Italy  
Messina Essences

## SAPONIFIED CRESOL

*Containing 50% Pure Cresol*

In barrels, 1 and 5 gal. and 1 qt. cans, and 4 oz. bottles.  
The Standard product for medical and institutional uses.

### Cooper's Commercial Disinfectant

*Coefficient 3 to 5*

A superior Coal-Tar Disinfectant in two strengths. In drums and 5 gal. cans.

*We will gladly submit samples and prices.*



### WILLIAM COOPER & NEPHEWS

1909 Clifton Ave.

Chicago, Ill.

*A world-wide organization established over 70 years ago.*

Say you saw it in SOAP!

## I. & D. Exports Dropped in June

Smaller quantities of insecticides, disinfectants, deodorants and related products were exported by American manufacturers, in June, than in the preceding month, the value of shipments having been markedly lower. Exports reached 1,213,433 pounds, valued at \$267,210, as compared with May shipments of 1,464,794 pounds, sold for \$410,906. Italy, France, Argentina, Cuba and the United Kingdom were the largest buyers having taken 204,221, 189,000, 105,117, 99,995 and 62,897 pounds, respectively. In May, the order of importance was United Kingdom, Austria, Italy, Cuba and France, sharp reductions in shipments to the two leaders having accounted for a good proportion of the June loss. Mexico, British India and Java averaged around 50,000 pounds of American goods, in June.

Edward A. Foster, sales manager for Samuel Cabot, Inc., Boston, died suddenly, Aug. 26, following an attack of appendicitis. Mr. Foster, who was 45 years old, had been connected with the Cabot company for over twenty years. He is survived by one son, his wife having died several years ago.

## Hudson and Lowell Combine

The Lowell Specialty Co., Lowell, Mich., and the Hudson Manufacturing Co., Minneapolis, Minn., both producers of hand and compressed air sprayers, bucket pumps, barrel pumps, etc., announce that they have consolidated under the title of the Hudson Manufacturing Co., as of August 1st, 1928. John A. Arehart, who has directed the activities of the Lowell company a good many years, building up a wide-spread business, is to continue in charge of the Lowell plant as heretofore. J. B. Nicholson, who has had charge of sales at the Lowell plant, ever since the foundation of the business, will join the sales organization of the Hudson Company, taking care very largely of all his old accounts. H. D. Hudson, president of the Hudson Manufacturing Co., is enthusiastic about the possibilities for giving better service over a wide area of territory because of this change. Lowell is centrally located for serving the entire country and by combining their resources and facilities with those of the Hudson plant, a complete line will be supplied and some exclusive and patented items produced.

<b>Tested</b> <b>BOTANICALLY</b>	<div style="font-size: 2em; font-weight: bold; margin-bottom: 10px;">— HOPKINS' —</div> <div style="font-size: 0.8em; margin-bottom: 10px;">Trade YUNIFORM Mark</div> <div style="font-size: 1.5em; font-weight: bold; margin-bottom: 10px;">PYRETHRUM PRODUCTS</div> <div style="font-size: 0.7em; margin-bottom: 10px;">Made from ONLY ONE GRADE of flowers Closed Dalmatian Insect Flowers (<i>Chrysanthemum Pyrethrum Cinerariaefolium</i>)</div> <div style="font-size: 1.2em; font-weight: bold; margin-bottom: 10px;">"Uniform in Strength"</div> <div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 45%;"> <div style="text-align: center; margin-bottom: 10px;"> <b>HOPKINS'</b>  <b>CONCENTRATED</b>  <b>PYRETHRUM</b>  <b>EXTRACT</b> </div> <div style="text-align: center; margin-bottom: 10px;"> <b>J. L. HOPKINS &amp; CO.</b>  Since 1890 </div> <div style="text-align: center; border: 1px solid black; padding: 5px;"> <b>Tested</b>  <b>CHEMICALLY</b> </div> </div> <div style="width: 10%; text-align: center;">  </div> <div style="width: 45%;"> <div style="text-align: center; margin-bottom: 10px;"> <b>HOPKINS'</b>  <b>CROW BRAND</b>  <b>INSECT</b>  <b>POWDER</b> </div> <div style="text-align: center; margin-bottom: 10px;"> 135 William St.  NEW YORK </div> <div style="text-align: center; border: 1px solid black; padding: 5px;"> <b>Tested</b>  <b>PHYSIOLOGICALLY</b> </div> </div> </div>	<b>Tested</b> <b>MICROSCOPICALLY</b>
-------------------------------------	--	---



# PARADI

Trade Mark Reg. U. S. Pat. Off. 161837

## Paradichlorbenzene

Specially prepared for  
**Moth Preventatives**  
and  
**Deodorizing Blocks**

For Immediate Shipment in  
200, 100 or 50 Pound Barrels

Write Us For Prices

## HOOKER ELECTRO CHEMICAL CO.

Sales Offices

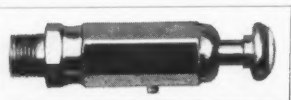
25 PINE STREET  
New York City



Member

Works

NIAGARA FALLS  
New York



### Soaperior Liquid Soap Valve Fig. 103

The Soaperior Valve creates a new standard of efficiency for the Soaperior Gravity Tank Liquid Soap System, with these exclusive features . . . the patented cone type shut-off cannot leak and positively prevents continuous flow of soap . . . the patented rear union holds unusual pressure and acts as a shut-off cock, permitting the removal of the body of the valve for cleaning. White metal, chromium plated is used for ruggedness and the prevention of corrosion and formation of verdigris. Economical in the discharge of soap, completely troubleproof by reason of its simple and efficient construction . . . this attractive Model No. 103 Soaperior Valve is the real "heart" of a dependable soap dispensing system. Yet no more expensive than inferior valves selling at the same price.

Also manufacturers of soap tanks—  
all sizes and kinds.

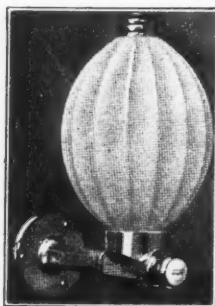
Send your inquiry to Dept. S4 for quotations.

## U. S. SANITARY SPECIALTIES CORPORATION

Laboratories and Works: 435 S. Western Ave., Chicago.

Manufacturers in bulk of

Cocoanut Oil Liquid Soap - Cocoanut Oil Soap Base - Olive Oil Liquid Soap - Liquid Castile Soap  
Automobile Soaps - Liquid Scrubbing Soaps - Dishwashing Compounds



### SOAPERIOR

### Individual Dispenser

### Model 121

Give a dispenser graceful lines, equip it with the dependable Soaperior Valve, fit it with a corrugated opalescent or crystal glass globe as we have done, and then you have a dispenser that will harmonize with the furnishings of the finest public lavatory. The one piece bracket which holds the Soaperior Valve is made of white metal, beautifully nickel plated. The globe mounted on the dispenser holds 18 oz. of soap.

Model No. 121 is also furnished with an attractive all metal globe, nickel plated.

Specification—Projection overall, 6 1/2 in.;  
height 7 1/4 in.; weight 1.6 lbs.

Say you saw it in SOAP!



### Derris Root Costs 24c in Malay

Derris grows in a wild state in the Malay Archipelago, mainly in the Island of Borneo. The wild supply in Borneo is said to be contracted for in London for the next two years. It is understood that there are about 500 acres under cultivation in the Federated Malay States and 600 additional acres in the Unfederated Malay State of Johore which is separated from Singapore Island by a narrow strait. Small quantities become available from time to time from this acreage.

Sellers of derris, especially the natives, have demanded fairly high prices, up to \$0.24 United States currency per pound for the untreated roots. Sometimes Singapore buyers are able to purchase the product at 10 to 12 cents per pound. The market varies greatly. Owing to the good demand and limited supply, it is evident that prices will continue to be high in the immediate future.

Thus far, only the rough roots have been shipped and foreign importers are of the opinion that the roots in this form lose some of their toxic properties during the shipment. However, no suitable commercial means have been found for locally extracting the poison from the roots before shipment. Cutting the

roots into small pieces before shipment has also been tried. This saves a considerable amount of shipping space but the resulting loss in the toxic value makes the method inadvisable. It may be readily seen that the production and trade in tuba root is in a very primitive state. It is believed advisable to have the roots fumigated before shipment to destroy borers which are often present. The freight rate on this commodity from Singapore to New York is approximately \$17 United States currency per scale ton. (Consul General F. C. Lee, Singapore, to Chemical Division, Dept. Commerce.)

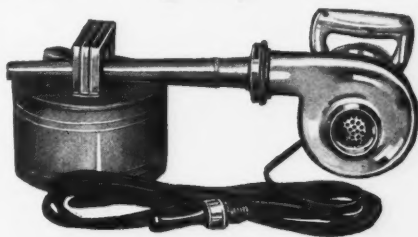
### Spanish Insecticide Monopoly

Manufacturers of household insecticides, containing petroleum derivatives, are finding it quite difficult to market their products in Spain, according to a recent report from the Department of Commerce, owing to the imposition of practically prohibitive duties. The Spanish petroleum monopoly, which controls the importation and sale of all petroleum products, desiring to establish its own insecticide manufacturing unit, has caused the import levies to be raised to the point where outside interests are finding competition extremely difficult to meet.

## Increase Your Insecticide Business with these *Electric* Sprayers

Hand spraying is too slow and laborious for modern industry and institutions. Offer them an up-to-date high speed electric sprayer, and you will get their business. Many leading manufacturers of industrial insecticides are finding the Tornado the biggest stimulant to sales that they have ever used!

The appeal of the electric sprayer brings in plenty of NEW business. And because the electric sprayer is so easy to use and gives such splendid results it makes old customers use more insecticide and consequently BUY more.



### Breuer's Tornado Portable Electric Sprayers

are the most powerful and efficient of their type on the market. Handle all liquid insecticides, germicides, and disinfectants. Model 6 ball bearing  $\frac{1}{8}$  H.P. G-E motor, is for heavy duty service in mills, warehouses, and larger institutions. Model 50, with  $\frac{1}{8}$  H.P. G-E motor, is designed for smaller plants and institutions, as well as for home use.

Mail the coupon today.



Write today for complete description and full particulars

Please send full particulars on the Breuer Portable Tornado Electric Sprayer. No obligation.

BREUER ELECTRIC MFG. CO.,  
860 Blackhawk St., Chicago, Ill.

Name

Address




## CUT YOUR INSECTICIDE COST BY USING LETHANE

PAT. APP. FOR


*The new synthetic insecticidal principle  
... A manufactured product of invariable  
quality and low cost.*

YOU CAN MAKE A BETTER INSECTICIDE FOR LESS MONEY  
LET US SHOW YOU

*Office*  
222 W. WASHINGTON SQ.  
PHILADELPHIA, PA.

**Röhm & Haas Co., Inc.**

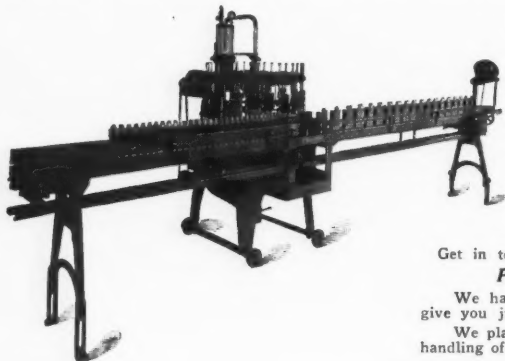
*Works*  
BRISTOL, PA. and  
BRIDESBURG, PA.

### Are You Satisfied With Your Plant Production? *If you are not, why not get together.*

This is the dull season; let's get ready for fall. We have been doing engineering work for twenty-five years. We have helped hundreds of concerns to cut their costs. We have never made any charge for our services—even though you don't buy a machine.

You cannot confer with better posted, more sincere, or less prejudiced engineers than ours. We will be glad to talk it over with you.



- C. S. du Mont, Windsor House-Victoria St., London, England.
- M. C. Finn, 10 High St.—Room 322, Boston, Mass.
- A. J. Sterling, 225 Broadway—Room 1209, New York, N. Y.
- T. C. Kelly, 222 West Adams St.—Room 1044, Chicago, Ill.
- E. E. Finch and R. H. Dhonau, Cincinnati, Ohio
- P. Jorgensen, 604 Mission St., San Francisco, Calif.
- Leon & Bonasegna, Calle Lavelle 1521, Buenos Aires, Argentine
- S. Kiefer, Worms, a/Rh., Germany.

Get in touch with these men or with us direct.

**Perhaps it is a filler you need.**

We have many types and sizes so that we can give you just the right kind for your requirements.

We plan and install complete equipment for the handling of all kinds of liquid and semi-liquid products.

## THE KARL KIEFER MACHINE CO.

CINCINNATI, O.



Say you saw it in SOAP!

## Canada Makes More Disinfectants

According to a report just issued by the Dominion Bureau of Statistics, Ottawa, production in the Canadian coal tar products industry was valued at \$3,796,715, during 1927, the highest figure yet attained and 23 per cent over the output value for 1926. Seventeen plants were included in this industry, of which 10 were engaged in the distillation of coal tar and 7 manufactured disinfectants.

Five disinfectant establishments in Ontario and 2 in Quebec made disinfectants as their

main product. These concerns represented a capital of \$183,240, gave work to 43 people and produced disinfectants and related commodities worth \$180,183. Other products of the industry included liquid soap with \$45,165. The 10 coal tar plants were distributed by as follows: Ontario, 4; Quebec, 3; and Nova Scotia, Manitoba and British Columbia, 1 each. Capital employed was reported at \$4,115,151; employees numbered 179 and the output was worth \$3,616,532. Products included refined tar, road tar, creosote oils, and tarred felts and sheathings.

### COAL TAR DISTILLATION—

Year	No. of plants	Capital employed	No. of employ-ees	Salaries and Wages	Cost of Materials	Selling Value of Products	Value added by manu-facturing
1923	8	\$3,087,937	213	\$301,561	\$1,351,498	\$3,088,411	\$1,736,913
1924	8	2,926,297	176	242,292	1,090,421	2,519,489	1,429,068
1925	9	3,101,951	150	235,558	1,365,314	2,502,629	1,137,315
1926	9	4,004,311	152	219,292	1,811,543	2,967,281	1,155,738
1927	10	4,115,151	179	258,178	2,286,134	3,616,532	1,330,408

### DISINFECTANTS—

1923	6	117,843	26	33,404	30,226	77,689	47,463
1924	6	173,698	32	38,436	47,076	118,084	71,008
1925	6	179,381	40	39,858	53,578	120,192	66,614
1926	6	142,852	31	38,013	48,336	120,772	72,436
1927	7	183,240	43	56,101	72,094	180,183	108,089

### TOTAL—

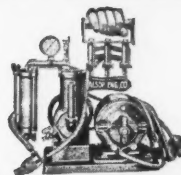
1923	14	3,205,780	239	334,965	1,381,724	3,166,100	1,784,376
1924	14	3,099,995	208	280,728	1,137,497	2,637,573	1,500,076
1925	15	3,281,332	190	275,416	1,418,892	2,622,821	1,203,929
1926	15	4,147,163	183	257,305	1,859,879	3,088,053	1,228,174
1927	17	4,298,391	222	314,279	2,358,228	3,796,715	1,438,487

**Hy-Speed** liquid handling equipment  
will increase the efficiency of your  
plant by doing more and better work.

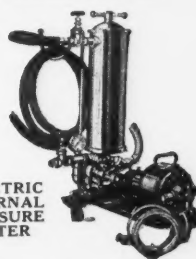
## THREE LOW-PRICED MACHINES



Portable Electric  
Mixers for Every  
Job



Electric Filling Machines for  
Bottles and Small Cans



ELECTRIC  
INTERNAL  
PRESSURE  
FILTER

Write for Catalogue

## ALSOP ENGINEERING COMPANY

Mfrs. of Portable Electric Mixers, Filters, Bottle-Fillers, Mixing Units, Pumps, Glass-Lined Tanks

47 WEST 63RD STREET

Office and Showrooms

NEW YORK CITY

## perfumes for

theatre sprays - deodorants  
and liquid soaps!

A complete line of perfuming specialties originated especially for use in this class of products including

**Violet - Rose - Cedar - Lilac  
Corylopsis - Oriental  
and many others**

These odors are fragrant, stand up perfectly and will last. They are priced reasonably.

*Samples and quotations on request.*

Perhaps you may want to use an individual odor in your products—something that is not noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of

perfume you want and we will originate something for you—and if you approve the sample and adopt the odor your right to its exclusive use will be protected.

**GEORGE V. GROSS COMPANY**  
30 Old Slip New York



## SHAKER TOP CANS

*for paradichlorbenzene crystals  
also Plain and Decorated*

## TIN CANS

*for Pastes, Soft Soaps, Dry and Liquid Insecticides*

HOLDERS FOR

## DEODORIZING BLOCKS

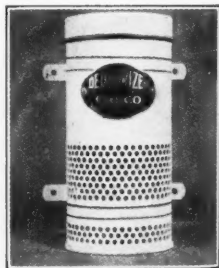
Write us about your requirements and let us submit samples and prices.

**WILLIAM VOGEL & BROS., INC.**

37-47 So. 9th Street

Brooklyn, N. Y.

**IN BUSINESS OVER FIFTY YEARS.**



Say you saw it in SOAP!

## Germicidal Value of Essential Oils

The Rideal-Walker Phenol Coefficient of various essential oils was recently determined by S. Rideal, E. K. Rideal, and A. Seiver and published in full in the *Perfumery & Essential Oil Record* of London. Some of the oils tested showed coefficients as follows: lavender, 1.6; bois de rose, 5.4; Ceylon citronella, 2.0; Java citronella, 2.2; cassia, 1.4; palmarosa, 9.0; lemon, 0.4; cinnamon leaf, 7.5; cloves, 8.0; bay, 5.5; anise, 0.4; cedarwood, 1.6; sassafras, 0.6; eucalyptus, 1.6; aspic, 1.6; cajuput, 1.0. A 20 per cent soap emulsion of each oil was made by taking 3 grams of soft green soap and grinding in a mortar with 10 cc. of water, afterwards adding 10 cc. of oil, drop by drop, while still grinding. Sterile water was added until the emulsion was thin enough to pour, and was then transferred to a 50 cc. flask and sterile water added to the mark. The emulsions were "then tested by the *standard* Rideal-Walker method." (The authors fail to state whether they used 0.2 or 0.5 of B. typhosus culture. As 0.2 is the standard of the British Disinfectant Manufacturers Association, it is probable they used this amount.) The relation of the chemical composition of the various oils with their germicidal power is also discussed.

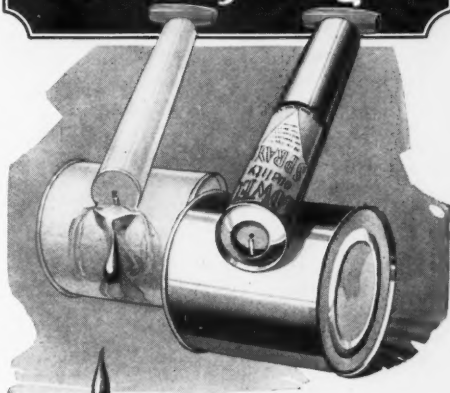
## Greek Makes Money in Insecticides

How a naturalized American, native of Greece, established a money-making business in household insecticides in Athens was recently told by H. V. von Kaltenborn in the *Brooklyn Daily Eagle*. He said: "There are quite a few Americans in Athens. Proudest of them all are the Americanized Greeks who have returned to their homeland for a visit or to supervise enterprises related to their adopted country. To their fellow Greeks these are the children of fortune.

"When a Greek comes back from America to visit his relatives, he always brings with him something that he hopes to sell in Greece to pay part of his expenses.

"Mindful of the experiences of his Greek youth, an Americanized son of Athens returned to his native land not long ago bearing numerous samples of insecticide. He found an eager and responsive market for his wares. And, although he had only intended that the transaction should finance his trip, he determined to remain in Athens and go into the business of helping Greece get rid of its bugs. Today his article is advertised all over Greece and wealth is being thrust upon him."

## The NU-DAY Is DRIP-LESS At Any Angle



*It eliminates messy hands  
and the drops that fall  
on food, floors, fur-  
niture and coverings*

THE consumer may be sold to the hilt on the merits of your product but she will never cease to object to the messiness that arises from applying it with the ordinary sprayer. And chances are she won't use it as frequently as she would if there were no messiness involved.

Drip cups catch and return the drip only when sprayer tilted at an acute angle or held sideways, they are held in an upright position. With the as is bound to occur, the drippings slop over, soiling the hands and at least temporarily spotting or soiling whatever the liquid falls on.

With the Lowell NU-DAY you eliminate all the messiness. Its all-position drip flange and unique system of return makes it 100% clean use in any position. And it costs no more than ordinary sprayers.

Write for your free sample and prices today.

**LOWELL SPECIALTY CO.**  
LOWELL MICHIGAN

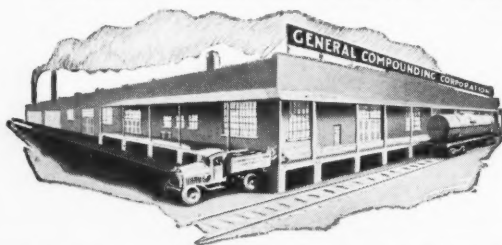
## The LOWELL NU-DAY Insecticide-Sprayer



# SECTOX

## The improved liquid insecticide—

Are you, Mr. Distributor, getting your share of the tremendous volume of Liquid Insecticides now being sold? **Sectox** is just a few steps in advance, as a quality product, of any other similar one.



Our chemists have solved the problem of obnoxious odors, the aftermath of spraying.

**SECTOX IS PERFUMED.** It is 100% active, and offers distributors a liberal margin of profit. Made in all sizes.

**PINE OIL and COAL TAR DISINFECTANTS  
CRESOL COMPOUNDS - LIQUID SOAPS  
INSULATING COMPOUNDS - INSECTICIDES**

Territorial assignments for 1928 will be considered.



Member

## General Compounding Corporation

Central Avenue and 79th Place

(Glendale)

Brooklyn, N. Y.



## NEW ODORS for SPRAYS and DISINFECTANTS

Spray Bouquet No. 1888.....	\$1.25 lb.
“ “ No. 1889.....	1.45 “
“ “ No. 1890.....	1.65 “

*Powerful, Exceptionally Pleasant and Readily Soluble*

## NEW ODORS for PARADICHLORBENZENE

Para Bouquet No. 1891.....	\$1.75 lb.
“ “ No. 1892.....	2.25 “
“ “ No. 1893.....	2.75 “

*Strong, Sweet and Lasting*

*We will assist you in your manufacturing problems, and will gladly send samples. Write to us.*

## PIERRE LEMOINE, INC.

200 VARICK STREET NEW YORK

Factory: LONG ISLAND CITY, N. Y.

Chicago  
Boston

St. Louis  
Portland, Ore.

Say you saw it in SOAP!



## Trade Marks Granted

(From Page 83)

The Palmolive-Peet Co., Chicago, Ill. Filed August 24, 1927. Serial No. 253,907. Published April 10, 1928.

**244,572**—Saponaceous Shaving Cream. The Palmolive-Peet Co., Chicago, Ill. Filed August 24, 1927. Serial No. 253,906. Published April 17, 1928.

**244,639**—Tooth Pastes and Washes. Donald Howland Seymour, Westmount, Quebec, Canada. Filed February 9, 1928. Serial No. 261,461. Published May 8, 1928.

**244,733**—Cleaner—An Automobile and Furniture Polish for Highly-Polished Surfaces. Edward L. Vanderhoof, doing business as V & V Mfg. Products Co., Morgan (Bay View Manor), N. J. Filed February 10, 1928. Serial No. 261,538. Published May 8, 1928.

**244,814**—Deodorant. Plough Chemical Company, doing business as Fair-Plex Company, Memphis, Tenn. Filed December 2, 1926. Serial No. 240,876. Published April 12, 1927.

**244,994**—Furniture Polish. The Great American Tea Co., New York, N. Y. Filed July 21, 1927. Serial No. 252,380. Published May 8, 1928.

**241,051**—Liquid polish for automobiles and furniture. Drew & Zabriskie, Ridgewood, N. J. Filed January 24, 1928. Serial No. 260,559. Published May 29, 1928.

**245,158**—Shoe polishes and cleaners. Geo. J. Kelly, Inc., Lynn, Mass. Filed April 3, 1928. Serial No. 264,238. Published May 29, 1928.

**245,161**—Dry-cleaning preparations. The Toledo Rex Spray Company, Toledo, Ohio. Filed March 30, 1928. Serial No. 264,060. Published May 29, 1928.

**245,192**—Furniture polish. The Magnet Polish Co., Ozone Park, N. Y. Filed March 6, 1928. Serial No. 262,666. Published May 29, 1928.

**245,194**—Insecticides. Frank E. Jacobi, doing business as St. Louis Veterinary Laboratories, St. Louis, Mo. Filed March 3, 1928. Serial No. 262,578. Published May 29, 1928.

**245,226**—Dry-cleaning preparation. Allen Silbar, doing business as Juliet Products Co., Chicago, Ill. Filed March 19, 1928. Serial No. 263,438. Published May 15, 1928.

**245,229**—Washing and cleaning compounds in liquid form. Frederic Wilkes, doing business as Magic Maid Laboratories, Wilkesburg, Pa. Filed March 8, 1928. Serial No. 262,833. Published May 22, 1928.

# in BULK for REPACKERS

## Furniture Polish

A preservative, cleaner and polish with high wax content. Not gummy or sticky. One of the largest polish manufacturers retails this same product at \$4.50 a gallon. Our bulk price to you is considerable under one-third of this figure, with freight allowed. Write for generous sample and quotations and advise your approximate annual requirements.

## Metal Polish

Non-inflammable and free from acid. Meets U. S. Government Master Specification 341. Contains over 30% solids which will stay in suspension for weeks. Price is low enough to enable you to meet any competition and still make a good profit. Buy from us at less than your own manufacturing cost. Freight allowed. Ask for samples and proof of these statements.

*Also Makers of Bulk or Private Brand*

Deodorizing Blocks  
Deodorizing Crystals

Insecticide  
Disinfectants

Boiler Leak Compound  
Drain Pipe Solvent

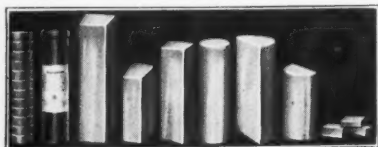
*Producers of INSECT POWDER from STRICTLY CLOSED FLOWERS*

# GOULARD & OLENA, Inc.

Office  
140 Liberty St., N. Y. City

Phones  
Rector 5889-2843

Factory  
Jersey City, N. J.



## Compare ! The U. S. Aerzonator Blocs

*"That Perfume to the Last Crystal"*

The prestige of marketing the original deodorizing bloc on the market is yours when you handle the Aerzonator. You have the assurance of re-orders because you can depend on Aerzonator quality. Only the finest essential oils (perfumes) are used in their manufacture. The Aerzonator is made by a patented formula—the only moulded deodorizing bloc on the market—and consequently the only bloc which conserves its essential oils—proving 100% efficient until the last crystal is evaporated.

Aerzonators can be furnished in sizes and shapes to fit any container. Handsome devices in Oxidized, White Enamel, Nickel Plate finishes furnished with jobbers' name plates when ordered. May we send you samples and quotations?

Aerzone Crystals and Neutrodor Blocettes are also featured products attractively packaged, permitting your imprint

*Products of*

**U. S. Sanitary Specialties Corp.**  
435-41 So. Western Ave., Chicago

## A sturdy PERCOLATOR

*for*

## Insect Powder



*Showing*  
50 Gallon Size

*Price*  
\$35.00 Complete



Made from #20 gauge ARMCO Ingot Galvanized Iron (not steel). Has cover, strainer, faucet and felt ring. Other sizes built to order.

*Let Us Estimate on Your Wants.*

**FARLINGER-RICE CO.**  
EAST ORANGE, N. J.

# K R A N I C H

## Liquid Soap Base

**65% Anhydrous**

Standard article to produce  
Excellent Liquid Soap  
*in*

NATURAL - TAR - GREEN - RED  
YELLOW - OPAL

*Colors in the base soap  
unperfumed or perfumed*

## Potash Soap

Soft - Hard  
U.S.P. IX and X.

*Let us send you samples and our  
complete price list.*

**KRANICH SOAP CO.**  
54 RICHARDS ST., BROOKLYN, N. Y.

**I. C. C. Shipping Container  
Specification No. 5**

Section 9: When filled with water to 98 per cent of its capacity this type of barrel must be capable of standing without leakage a test by dropping it diagonally on its chime from a height of 1 feet upon a solid concrete foundation.



## Can Your Barrels Stand Such Abuse?

This Hackney Barrel, filled with water, was dropped diagonally on its chime from a height of 15 ft. And there was *not one single sign of leakage.*

Let Hackney Barrels assure the safe delivery of your products at greatly reduced shipping costs.

Write for complete information

**PRESSED STEEL TANK COMPANY**

**Hackney**  
MILWAUKEE

1159 Continental Bank Bldg. - Chicago  
1335 Vanderbilt Concourse Bldg. - New York City  
5739 Greenfield Ave. - Milwaukee, Wis.

### Committee for Association Slogan

A bulletin from Secretary Harry Cole of the Insecticide & Disinfectant Manufacturers Association issued Sept. 4 to the membership, discusses plans for a new emblem and slogan. It said in part: "At our summer meeting this year, it was voted to have a special committee appointed for the purpose of formulating a slogan and devising a new association emblem. It is President Hamilton's intention to shortly appoint such a committee which will report its recommendations at the next annual meeting in December. In the meantime you are requested to suggest what, in your opinion, would make a suitable emblem; also a slogan which might be used in connection therewith.

The present emblem contains within the inner circle an outline of the benzol ring, which is used in chemistry to denote the closed-chain series of coal-tar. This was thought to be appropriate to the disinfectant industry when the emblem was adopted as official a number of years ago. At that time the Association consisted principally of coal-tar disinfectant manufacturers. There is nothing in the present design which is applicable to household insecticides.

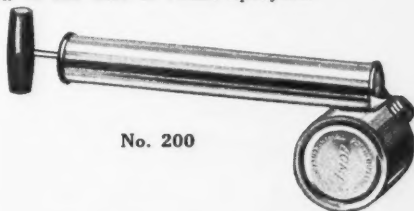
It is felt that whatever design is chosen, it should be representative of both household insecticides and disinfectants, and perhaps allied products used in the promotion of sanitation, such as liquid soaps, etc. One member has already suggested that we should retain the double circle, with the name of the Association between the lines, and in the center a likeness of Louis Pasteur, the father of sanitation. Another member expresses the opinion that we might use as a slogan, the words "We kill the killers."

It is most probable that whatever design and slogan we finally adopt will be the result of some "happy thought" taken from the opinions of all our members, and not merely a few. The committee, we feel sure, will most heartily welcome your cooperation and will appreciate your suggestions. Your letters may be addressed to this office and they will be turned over to the committee when President Hamilton makes the appointment.

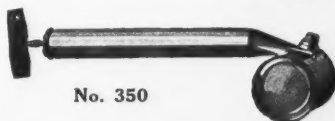
Your Secretary believes that our emblem and slogan should be dignified in character, in order to continue our Association on a plane with public health organizations which have as their object the promotion of health and comfort through sanitation. It should be borne in mind that the emblem and slogan may be used on members' stationery, in printed matter and in advertising."



First impressions are lasting, and the first thing the user of an insecticide or repellent notices is HOW THE SPRAYER WORKS. Acme Sprayers not only work right when new but they continue to work right. Fifty years' experience, a large factory, modern production facilities and an enviable reputation to sustain, all combine to insure satisfaction to the user of Acme Sprayers.



No. 200



No. 350



No. 335

### See these improvements

Order a sample of our new No. 200 Sprayer and see the new Improvements. The Drip Cup keeps liquid from dripping on the floor or person; the co-ordinated air and spray tubes produce a mist or fog which hangs in the air longer; the special processed leather plunger cups take hold instantly and give full spray volume; the Vent in the can screw prevents siphoning and leakage when not in use.

If our large line does not contain the sprayer you want, we will design a sprayer to your specification, and it will be Acme guaranteed quality.

Write for samples and prices.



**POTATO IMPLEMENT CO.**

TRAVERSE CITY, MICHIGAN

# CRESYLIC ACID

All Grades

# CREOSOTE OILS

**Cresol**  
**U.S.P.**

Specially prepared for  
disinfectant manufacturers.

**Phenol**  
**U.S.P.**

## COAL TAR PRODUCTS

**WM. E. JORDAN & BROTHER, 2590 Atlantic Ave., Bklyn., N. Y.**  
**Mechanics Bank Bldg. Telephone Glenmore 7318-7319**

# KING & HOWE

IMPORTERS MILLERS

**CRUDE DRUGS**  
(K&H)

## Insect Powder

**NOT BRANDED**  
**NOT MIXED**

Three varieties—closed Dalmatian, half-closed Dalmatian and Japanese. Impalpable powder or coarse mesh, ground by our own mills.

## Insect Flowers

Allow us to quote you direct from the go-downs of Japan and the interior collecting centers of Dalmatia.

**KING & HOWE**  
**75 FULTON ST. NEW YORK**

*"Headquarters for Bulk Buyers"*

## Kill Him & Save Money

HAVE you ever figured out in dollars and cents the loss you sustain each year by the ruthless destructiveness of Rats and Mice? You can totally wipe out this big item by the use of RATIN, which for 25 years has been successfully and safely used to eradicate these pests. Among the thousands of users



**FREE**

Ask for free information on how to eliminate all Rats and Mice. State degree of infestation and area requiring treatment.

are the Municipalities of New York, Chicago, Philadelphia, Detroit, Newark, Memphis, New Orleans and other cities, besides the most prominent manufacturers and institutions in America and Europe. RATIN is unlike any other preparation; it is guaranteed harmless; it is absolutely reliable, it never fails.

**The RATIN LABORATORY, Inc.**

**116 Broad Street**  
**New York, N. Y.**

## SPRAYERS

*For Applying Insecticides and Fungicides*

### Junior Sprayer



**No. 55—JUNIOR SPRAYER**  
Capacity, 1 Pint

The Junior Compressed Air Sprayers are different from all others. They are the only sprayers with the Robertson Pump, which has a higher working efficiency than any other pump ever made.

They give a continuous spray, reduce the liquid to a fine mist-like vapor and throw it with great force, so that it is driven into the smallest cracks and crevices.

*Write for Prices and Illustrated Pamphlet.*

**NOT LIKE ORDINARY SPRAYERS**

*Ask to be Shown the Difference*

**JAECKH MANUFACTURING COMPANY**  
**422 EAST EIGHTH ST. CINCINNATI, OHIO**

Say you saw it in SOAP!

## Testing Insecticides

(From page 99)

follows: An insectary where the breeding cages, rearing jars and stock cages were kept; breeding cages in which the insects were bred and oviposition took place; rearing jars in which the insect was reared from the egg to the adult stage; and finally, stock cages where the flies used for insecticidal tests were kept.

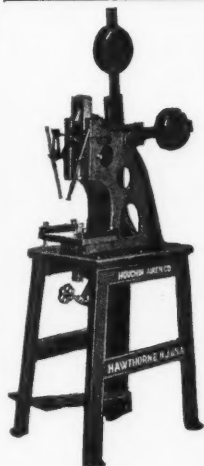
**Insectary:** A chamber  $8\frac{1}{2}$  feet long, 4 feet wide and 8 feet high was built in a laboratory attic. A window was provided at one end which admitted sufficient light to carry on the work. Entrance was obtained by a small door at the opposite end of the chamber. All cracks where the wood-work joined the floor and ceiling and around the door and window were covered with weather stripping to prevent drafts. Shelves, one foot wide, were built along the sides of the chamber to hold cages and rearing jars. The heating element, which consisted of a well trapped steam coil, was placed underneath the window. A fairly constant temperature was maintained with a Sarco heat regulator. This regulator was set at  $30^{\circ}$  C. ( $86^{\circ}$  F.). Any variations of temperature were recorded on a maximum and minimum thermometer which was placed next to the thermostat. In this manner the temperature stayed within two or three degrees. A simple humidifier consisting of a trough 35 inches long, 12 inches wide and 6 inches deep, filled with sawdust, was placed under the steam coil. The sawdust was wetted down at intervals to keep the relative humidity at about forty per cent. A wet and dry bulb thermometer was used to check the humidity of the chamber.

**Breeding Cages:** Because flies are susceptible to nutritional deficiency diseases and to attacks of parasites and parasitic fungi, it was found best to keep the insects used for breeding purposes in relatively small separate cages so that if one colony of breeders became infected the disease could be checked before it spread to the other cages. As a result of this precaution, no high mortality occurred among the flies in the breeding cages that could be laid to a diseased condition.

As it was desired to have on hand hundreds of flies of known ages at all times, six breeding cages were used. Their dimensions were: Length: 18 inches; breadth, 9 inches; height, 10 inches. The floor was made of a board  $\frac{1}{2}$  inch thick to which the frame was attached. The frame was constructed of  $\frac{1}{2}$  inch strips. The upright strips were nailed to the floor of the cage and connected by  $\frac{1}{2}$  inch crosspieces. The sides, top and back were made of wire fly screening ( $1/16$  inch mesh), tacked to the frame. The front was a piece of glass, set in grooves, which served as a door. These cages are easy to clean, provide plenty of room for the insects to move about and access to the inside is gained easily by pushing up the glass door to introduce food and insects.

**Rearing Jars:** Ordinary battery jars 6 inches in diameter by 8 inches high were used for rearing the larvae. The top of the rearing jar consisted of a piece of cheese cloth about 8 inches in diameter with a hole about  $\frac{3}{4}$  inches in diameter in the center. The hole was reinforced by heavy paper washers about  $1\frac{1}{2}$  inches in diameter glued to both sides of the cheese cloth. A cork plug was inserted in the exit hole. The top was held in place by a  $\frac{3}{4}$  inch elastic band. This type of top is

## HOUCHIN-AIKEN



### Machine-Made DEODORIZING BLOCKS *Sell Best!*

Blocks made with this press, by the new cold pressed method, sell better and cost much less to make. Save 5% of your raw material, cut labor, and make a smooth, even, deodorizing block that will please your customers much more than the old style, irregular blocks. Complete cost details and manufacturing suggestions on request.

Let us make some sample cakes with your own material.

**HOUCHIN - AIKEN COMPANY**  
Hawthorne New Jersey

## SOAP MACHINERY

### A Massachusetts Jobber sold 2800 gallons of

### SOAPEZE his first half year!

Not an unusual record with Soapeze! Only one of the cases of heathy growth in Soapeze sales volume.

Soapeze is the fine Liquid Scrubbing Compound which one jobber calls the "backbone" of his business. And truly, for building a permanent business—for creating good-will—for real profits—Soapeze has no equal.

Soapeze marketed under the name by which it has become famous or sold under your private label will be found a valuable addition to your line. May we send you full information?

### U. S. Sanitary Specialties Corp.

435-41 So. Western Ave.  
Chicago, Ill.



TRADE

MARK



# PYRETHRUM

Bulk Insecticides a Specialty — also  
Concentrated Extract of Pyrethrum

**IF** your problem concerns pyrethrum in any form—  
our analytical and research laboratories are at your  
service.

Member



**DEPENDABLE - GUARANTEED - SERVICE**

by leaders in Pyrethrum Products for almost half a century.

**McCORMICK & CO INC** BALTIMORE  
MARYLAND

*Does Mixing  
Quicker appeal to you?*



DISINFECTANTS  
CATTLE DIP  
INSECTICIDES  
SPRAYS  
DEODORANTS  
POLISHES  
SOAP FORMULAS  
CLEANING FLUIDS  
OILS & ETC.

*All sizes and speeds  
Clamp on any tank,  
barrel, kettle, etc.*

**LIGHTNING**

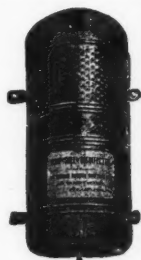
Portable Electric Mixers will mix any  
product that will flow — quicker—better—  
cheaper.

SIMPLE - SANITARY - DEPENDABLE

*Write for Folder 39*

**MIXING EQUIPMENT CO., Inc.**  
229 East 38th St. New York, N. Y.

## 5 Reasons for buying NON-PAREIL DRIP MACHINES



1. Brass bottoms on inside and outside cans — will not rust.
2. Reversible bottoms.
3. Rust resisting finish.
4. May be filled without funnel.
5. Sold only to the trade.

**Investigate!**

**SANITARY SUPPLIES CO.**

6744 N. Broad St., Philadelphia

*"Nothing takes the place of Drip Machines"*

## John C. Wiarda & Co.

260 Freeman St., Brooklyn, N. Y.

Manufacturers

Jobbers

Acids - Alkalies - Salts - Insecticides

# SODIUM FLUORIDE

Fluffy - Extra light - Free flowing - 95% Pure

of our own manufacture

SILEX

SOAP FILLERS

*Send for Samples*

Say you saw it in SOAP!



inexpensive, easily made and will serve for a number of generations of flies.

**Stock cages:** As flies were not used for insecticidal tests after they were five days old, only five cages were necessary. These cages were boxes of ½ inch lumber, 24 inches long, 12 inches broad and 10 inches high. One side was fitted with a hinged wooden door 3 inches by 3 inches to admit flies and introduce food. The top of the cage was made of wire screening (1/16 inch mesh). In the center of the wire top a hole about ½ inch in diameter, for the removal of flies, was made and a cork inserted.

**Procedure:** In each of the six breeding cages about two hundred adult flies, about equally divided as to sex, were kept. When the insects died or became unduly soiled or injured they were replaced by others. A 200 cc. beaker filled with wet horse manure was placed in each cage for the flies to oviposit on. In the course of two days, hundreds of eggs were oviposited on the medium, about half of which had hatched. Every other day, the beakers containing eggs and larvae were removed. Other beakers filled with fresh horse manure, to which about 15 cc. of water had been added, were then placed in the breeding cages. In this way, fresh medium was kept in the breeding cages continually for the flies to oviposit on. It appears that this part of the technic stimulated the responses of the females in regard to oviposition and aided somewhat in keeping the flies from laying eggs on the adult food, i. e., the sweetened bread.

(To be Continued)

*These results of his research were presented by Dr. Peet at the last meeting of the Insect-*

*cide & Disinfectant Manufacturers Association in Chicago. The balance of the series of papers read by Dr. Peet will be published in the October issue of SOAP. The papers have also been published in the Journal of Economic Entomology. In his research at the Rohm & Haas Laboratories, A. G. Grady has worked in conjunction with Dr. Peet.—The Editors.*

### June Polish Exports

Exports of polishes, waxes, etc., were as follows, in June: metal and stove polishes, 227,334 pounds, valued at \$31,064; shoe polishes, 377,132 pounds, valued at \$81,431; leather dressings and stains, 154,381 pounds, valued at \$34,976; floor wax, wood furniture and auto polishes, 220,268 pounds, valued at \$50,458. Japan and the Philippines were large buyers of metal and stove polishes, Cuba, the Philippines and Canada took the largest quantities of shoe polish, Canada and the United Kingdom bought most of the dressings and stains and Canada again led as a buyer of materials in the fourth group.

Manhattan Shoe Polish Co. and the Federal Kreole Chemical Co., both located in New York, makers of polishes, have merged their businesses under the title, Manhattan-Kreole Products, Inc.

## INSECT POWCO BRAND POWDER

The experienced Pyrethrum buyer demands high killing power. The killing power you get per dollar expended is the true measurement of value.

POWCO BRAND guarantees purity and definite high killing power—true buying economy.

JOHN POWELL & CO., INC. 114 E. 32ND ST., NEW YORK

### DISINFECTANTS - INSECTICIDES - FLY SPRAYS - SOAPS METAL POLISH - ROOF COATINGS

*We sell large quantities of these products to leading jobbers who find it cheaper to buy from us than to manufacture themselves. Drop shipments made under your own name and brand. Why not investigate our proposition? There's no obligation whatever. Write us for complete information and prices today.*

**THE CHEMICAL SUPPLY COMPANY**

2450 Canal Rd.,  
CLEVELAND, OHIO.

## SOAP MACHINERY FOR SALE

**REBUILT SOAP MACHINERY IN GUARANTEED FIRST-CLASS WORKING CONDITION**  
*At very attractive prices — Every piece listed is in stock for immediate shipment.*

### Dryers

Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.  
 Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.  
 Proctor & Schwartz Bar Soap Dryers  
 Condon & Huber Soap Chip Dryers.

### Soap Crutchers

Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 #, 1200 #, 1350 #, 1500 #, 1800 #, 3000 #, 6000 #, & 10000 # cap.  
 Crutchers for floating soaps.

### Soap Presses

Jones, Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.  
 Dopp, Crosby & Empire Foot Presses.  
 Scouring Soap Presses.

### Grinders & Mixers

Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.  
 Schultz-O'Neill Mills.

### Soap Cutting Tables

Houchin-Aiken Steel Automatic Table with self-spreader & extra headers.  
 Wooden Tables with and without self-spreader attachments.

### Soap Slabbers

Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

*Send us a list of your surplus equipment.  
 We buy single items or complete plants.*

### Toilet Soap Mills

2, 3, 4, 5 and 6-roll Granite Toilet Soap Mills.  
 Houchin-Aiken 4 and 5-roll Steel Mills.

### Plodders

Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" & 10" Plodders.

### Soap Powder Machinery

Blanchard #10-A & #14 Soap Powder Mills.  
 Broughton Soap Powder Mixers.  
 Wms. Patent Crusher & Pulverizer.  
 Sedberry Crusher, Grinder & Pulverizer.  
 A-N 5x7 Crystallizing Rolls.

### Filter Presses

Sperry, Perrin & Shriver Cast Iron Filter Presses, 12", 18", 24", 30" & 36".

### Various Other Items

Wm. Garrigue Glycerine Evaporators.  
 Steel Soap Frames, 600 #, 1000 #, 1200 #, 1500 #, & 1800 # cap.  
 Automatic Soap Wrapping Machines.  
 Steel, Copper & Aluminum Kettles.  
 Soap Remelters, Tube Fillers.  
 Filling & Weighing Machines.  
 Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.  
 Brass Soap Dies for foot & aut. Presses.  
 Soap Chippers, Scales, Motors, Amalgamators, Soap Racks, Bottle Filling & Capping Machines, Talcum Can Crimpers, etc.

*In business over 40 years — Call on our service department for assistance in your soap problems.*

## NEWMAN TALLOW & SOAP MACHINERY CO.

1051-1059 WEST 35TH STREET

TELEPHONE: BOULEVARD 1650-1651

CHICAGO, ILL.

## HEADQUARTERS FOR GOOD USED SOAP MACHINERY

*Overhauled, Rebuilt and Tested in our Modern Machine Shop at our Plant and Warehouse, Newark, N. J. Inspection Invited.*

### ATTRACTIVE PRICES — IMMEDIATE SHIPMENT

*Space does not permit listing every item in stock. Write for items not yet listed.*

- |   |   |
|---|---|
| 2—Proctor & Schwartz Soap Chip Dryers, 1200 # capacity.   | 2—Broughton Mixers, size A-2, ½-ton.                |
| 1—H-A 5-roll Steel Soap Mill, 14x36.  | 1—Broughton Mixer, size A-1, 1-ton.                 |
| 2—Huber Granite 3 roll Mills 10"x24".   | 2—Jones A Automatic Soap Presses.                   |
| 1—H. A. Granite 3 roll Mill, 12"x24".   | 5—Soap Chippers, 22", 24" and 30".                  |
| 9—Crutchers, 3600, 3000, 1500, 600 lb. capacity, Dopp, Doll, Houchin-Aiken.   | 20—Filter Presses, 12", 18", 24", 30", 36" and 42". |
| Miscellaneous Soap Cutters, Slabbers, Plodders, Foot Presses, Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc. | 200—Soap Frames, 1500 #, 1200 # and 600 # capacity. |
|   | 5—Soap Grinders H. A. and Blanchard.                |

*Send Us Your Inquiries*

### LET US BE YOUR CUSTOMER!

*We will buy your surplus or idle machinery.*

**SEND US A LIST TODAY!**

*Write for Our Latest 4-Page Circular*

## CONSOLIDATED PRODUCTS COMPANY, INC.

15-21 PARK ROW, NEW YORK CITY

BARCLAY 0604

Say you saw it in SOAP!

